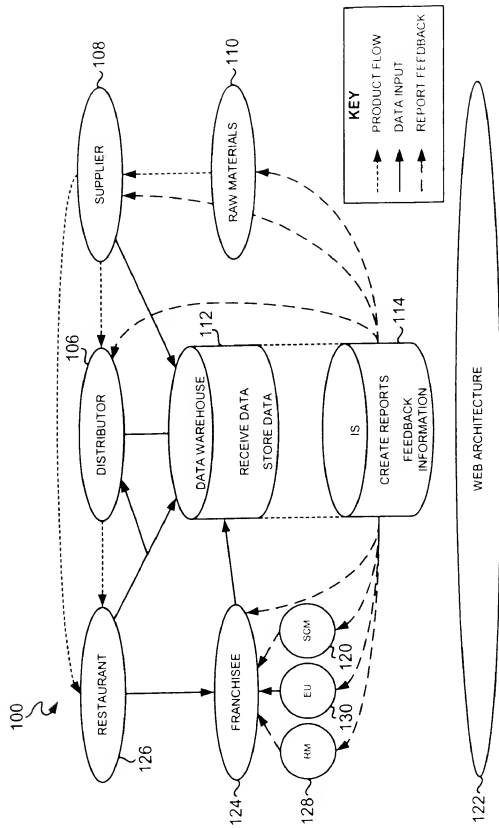
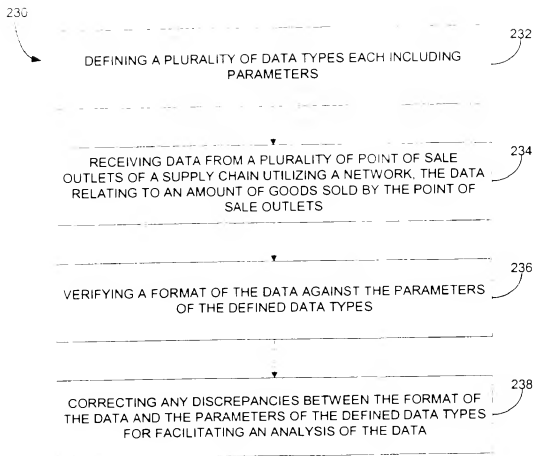


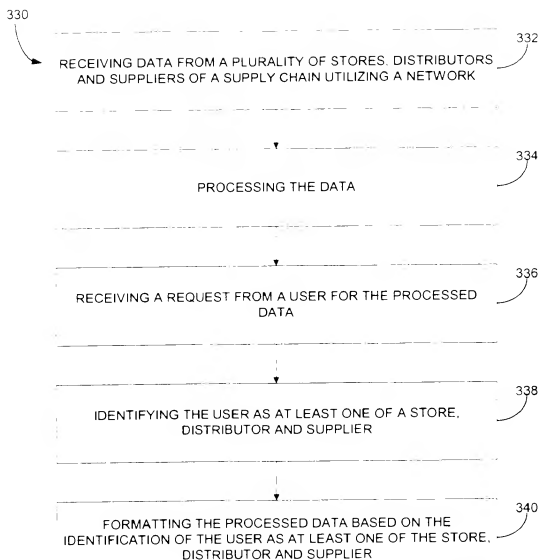
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**

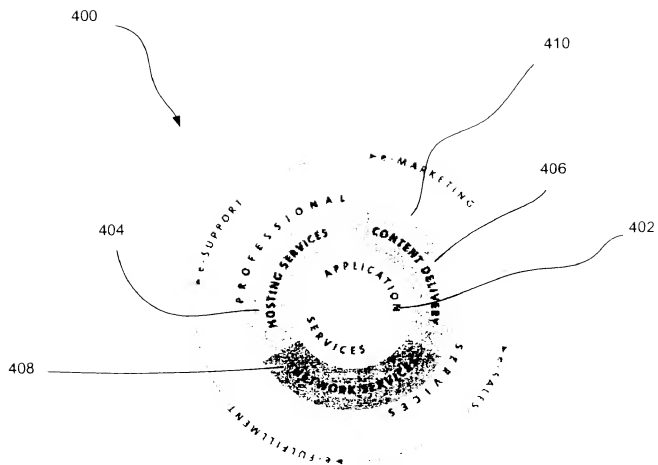
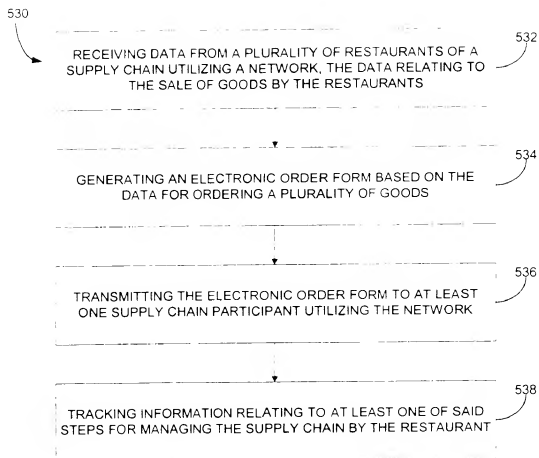
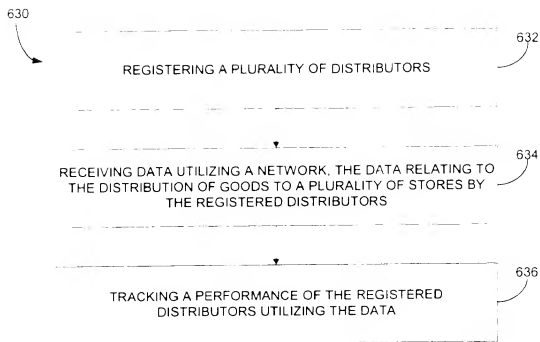


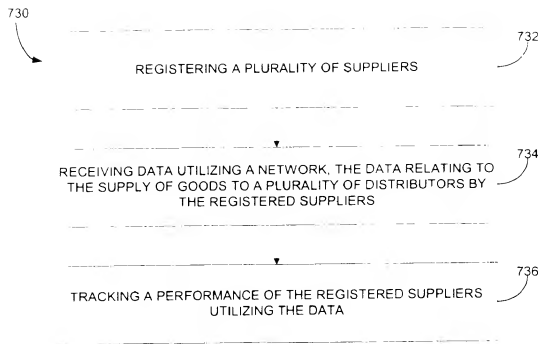
Fig. 4



**FIG. 5**

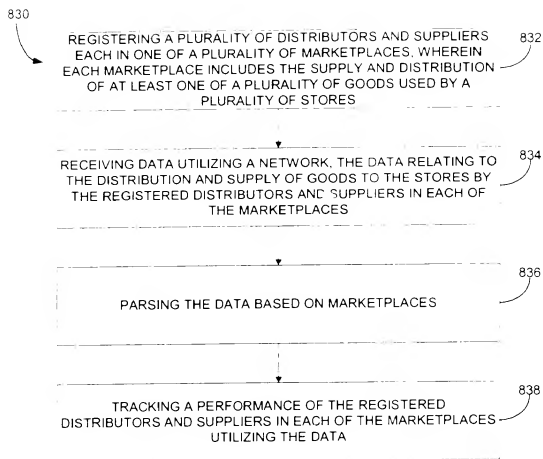


**FIG. 6**

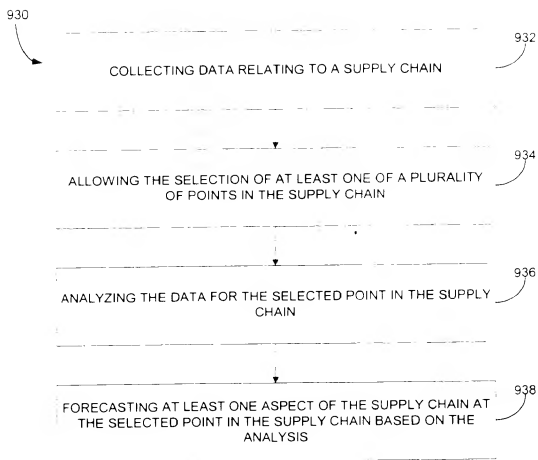


**FIG. 7**

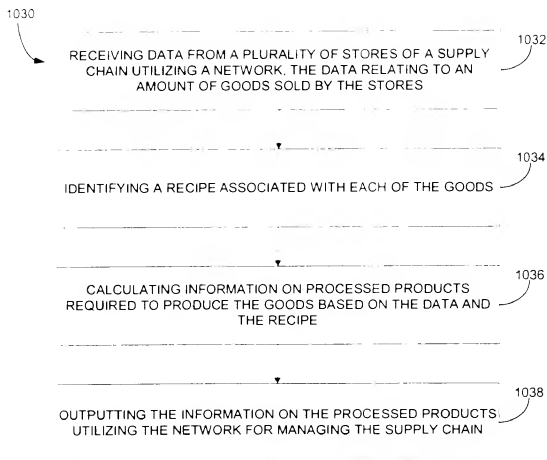




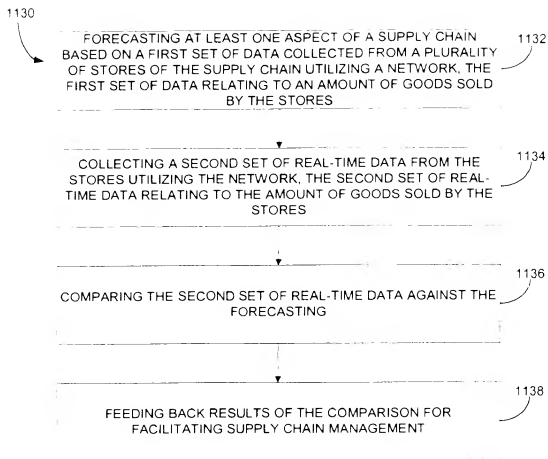
**FIG. 8**



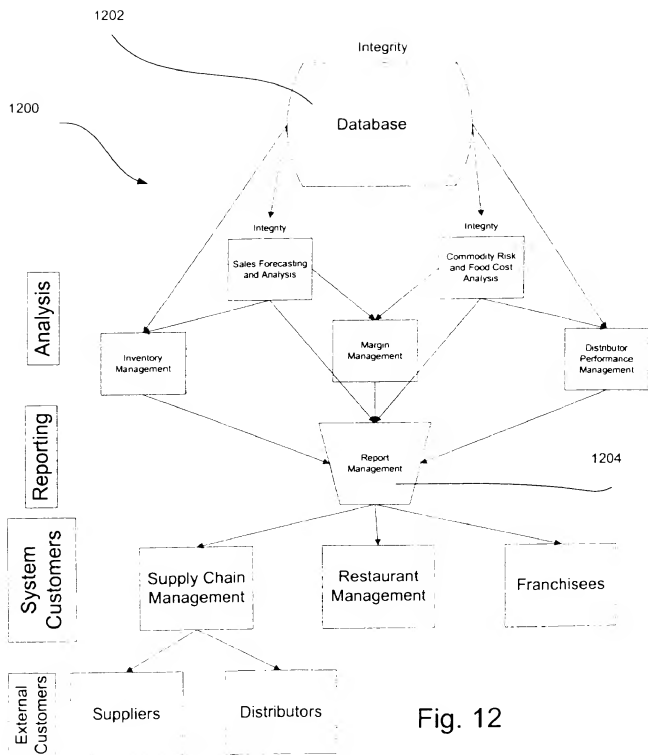
**FIG. 9**

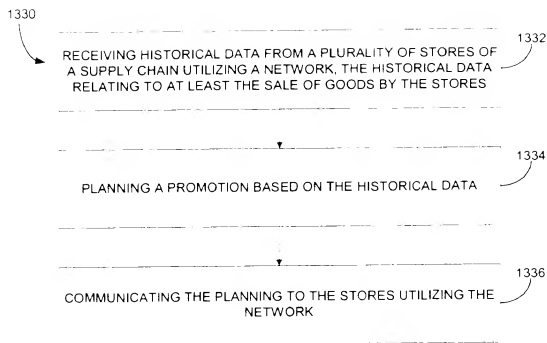


**FIG. 10**

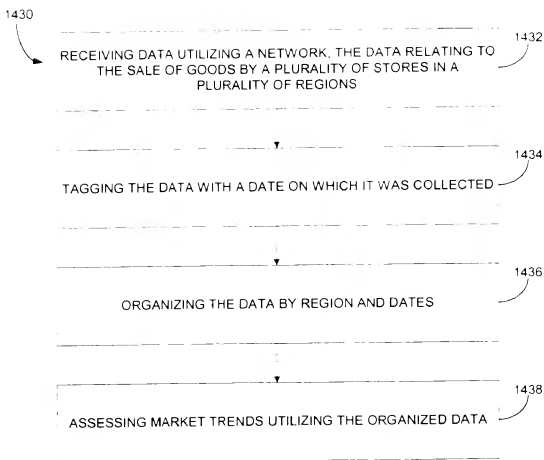


**FIG. 11**

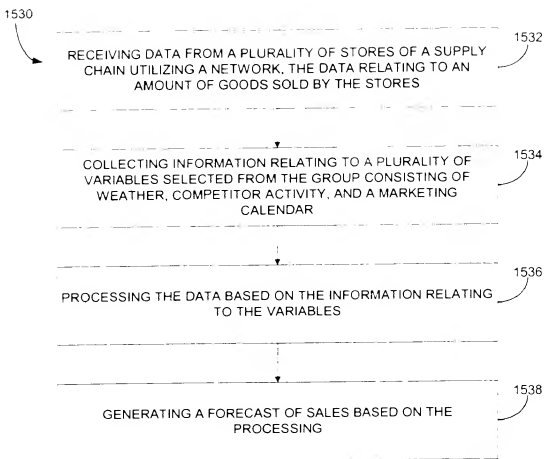




**FIG. 13**



**FIG. 14**



**FIG. 15**



1630

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY  
CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE  
OF GOODS BY THE STORES, AND BEING IN A FIRST FORMAT  
ASSOCIATED WITH THE STORES

1632

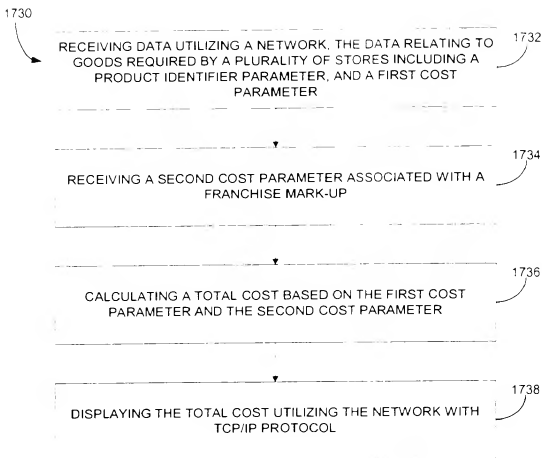
SENDING THE DATA FROM THE STORES TO A SUPPLY CHAIN  
MANAGER UTILIZING THE NETWORK

1634

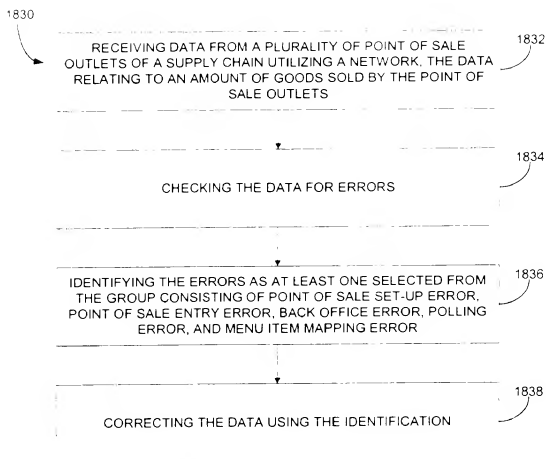
TRANSLATING THE DATA TO A SECOND FORMAT ASSOCIATED  
WITH THE SUPPLY CHAIN MANAGER

1636

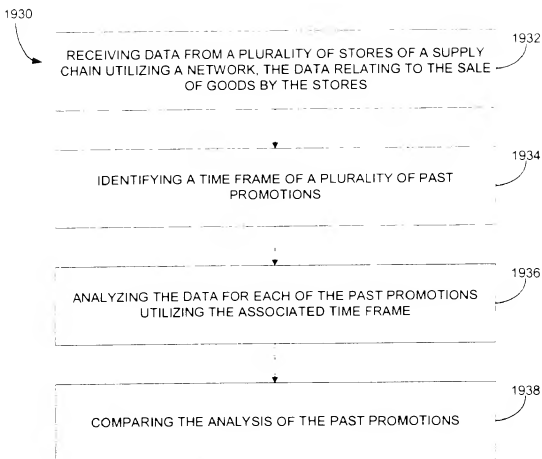
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

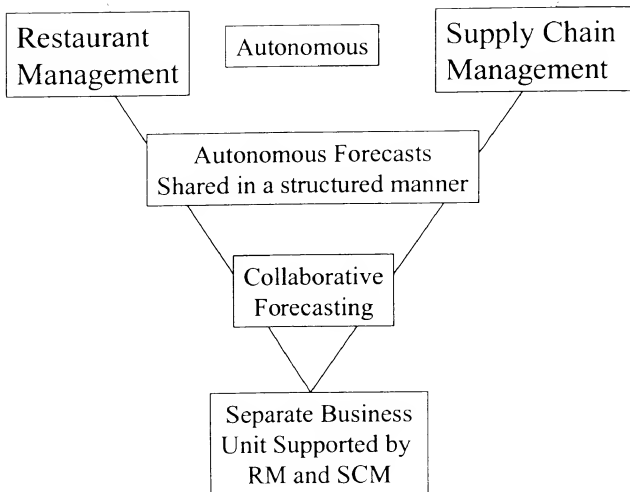


Fig. 20

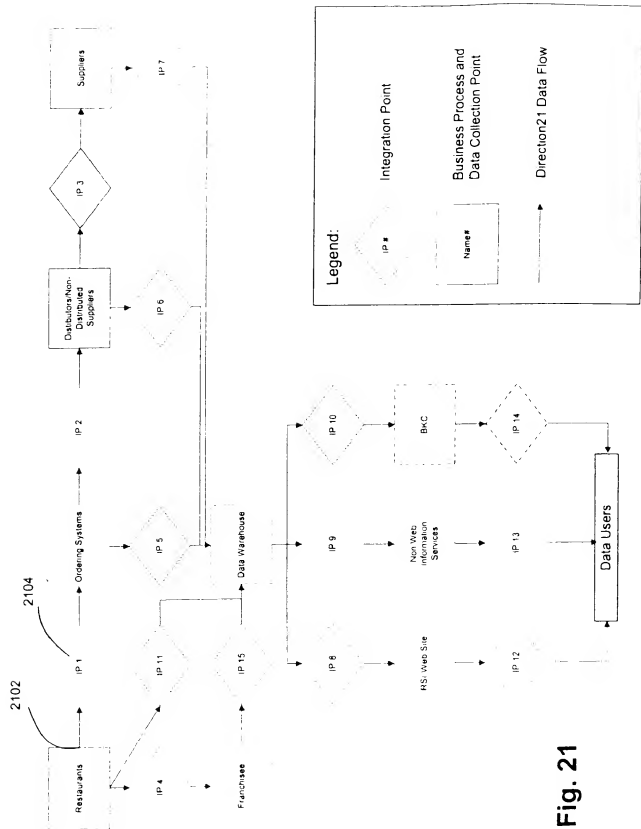


Fig. 21

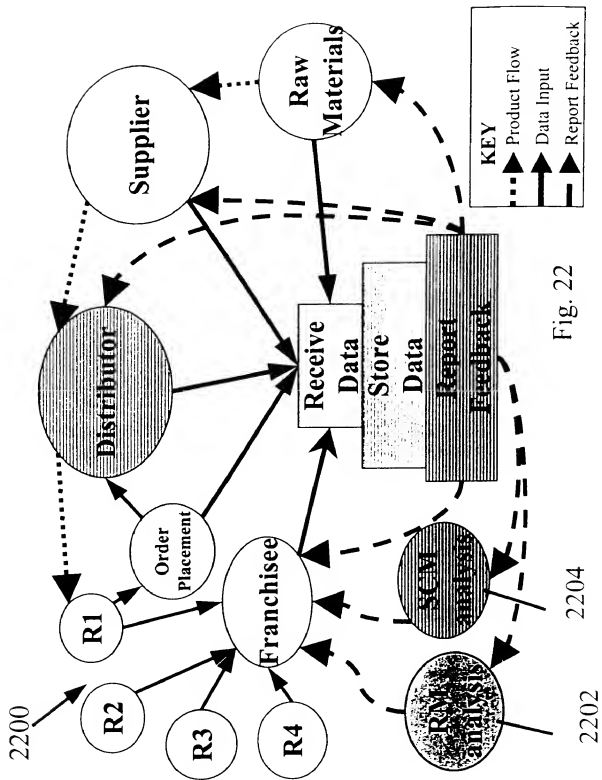
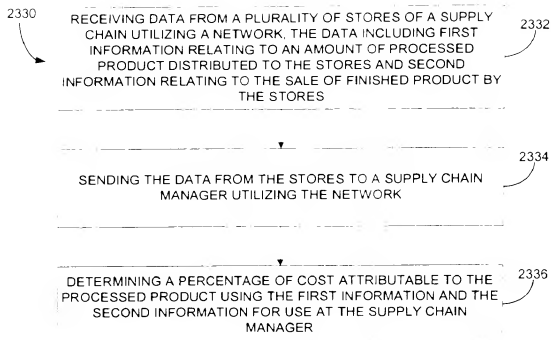


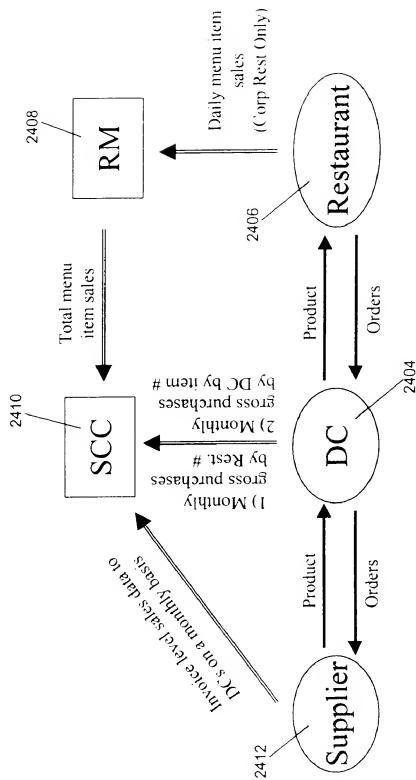
Fig. 22



**FIG. 23**



FIG. 24



**FIG. 25**

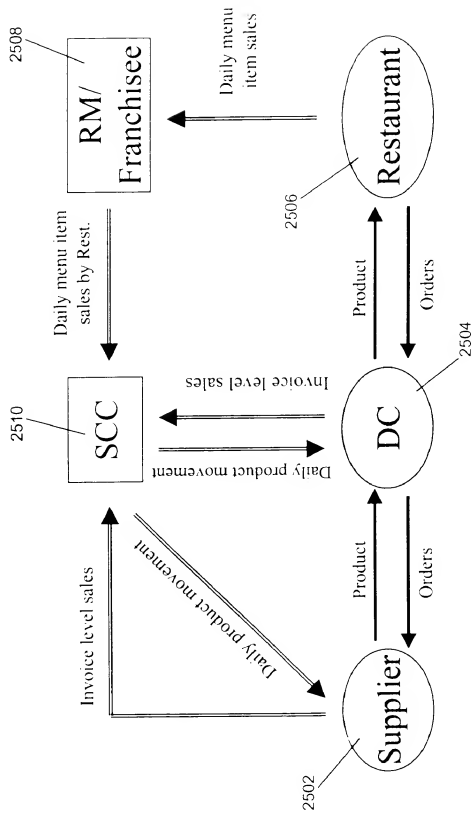




FIG. 27

2700

Promotional Monitor - System & Regional

		History				Week #1						
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7
Total Sales(\$Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200
Menu Item Sales for Key Products(units/restaurant/week)												
Category	Segment											
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46
	WHOPPERS WICHEESE	146	142	148	162	18	20	21	21	23	35	26
	YWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS WICHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%

2702

2830

GENERATING DATA AT A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN ORDERING OF GOODS REQUIRED BY THE STORES

2832

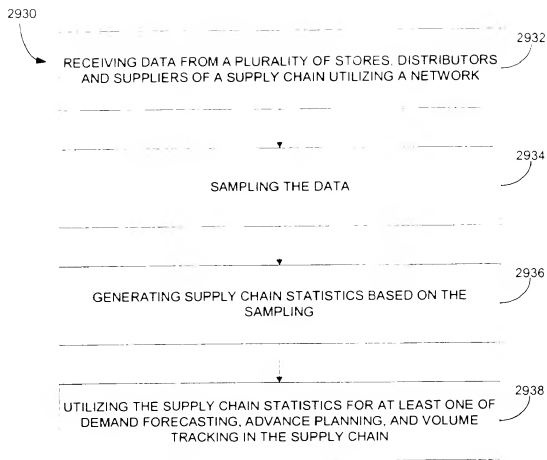
TAGGING THE DATA WITH A NUMERIC GOODS IDENTIFIER COMMON TO A PLURALITY OF DIFFERENT SUPPLY CHAIN PARTICIPANTS

2834

COMMUNICATING THE DATA AND THE NUMERIC GOODS IDENTIFIER TO AT LEAST ONE OF THE SUPPLY CHAIN PARTICIPANTS UTILIZING THE NETWORK, WHEREIN THE AT LEAST ONE SUPPLY CHAIN PARTICIPANT IS CAPABLE OF USING THE DATA AND THE NUMERIC GOODS IDENTIFIER FOR FULFILLMENT OF THE ORDER

2836

**FIG. 28**



**FIG. 29**

Distribution Center Allant Topeka

Time Period (Month/Yr) Jun-00

**Delivery Order Fill Rate**

Total Cases Ordered 65712

Operations	Warehouse Outs	Damages	MisPicks	Short on Truck	Overstocked and Not Returned	Total Operations
Cases	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3002

Purchasing	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases	990	70		1060
Percent	1.51%	0.11%	0.00%	1.61%

3004

Distribution Center Total	Cases	Percent
Operations	568	0.86%
Purchasing	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

**On-Time Delivery Rate**

Total # of Deliveries	1232
# of On-Time Deliveries	
On-Time Delivery Rate:	0.00%

**Perfect Order Rate**

Total # of Deliveries	1232
Total # of Perfect Orders	725
Perfect Order Rate:	58.85%

**FIG. 30**

3000

3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

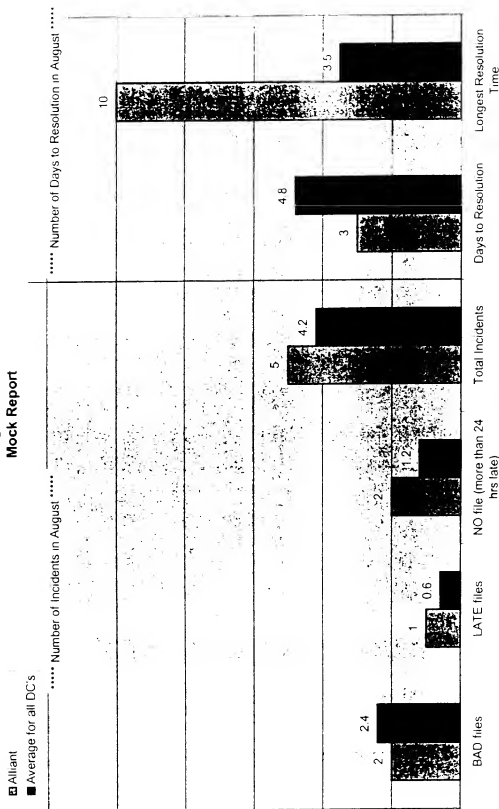


FIG. 31





# FIG. 33

3300

XYZ Company

Aug-00

3300

## Vendor:

## Time Period:

## Delivery Statistics:

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

4
95%
1.7
95%
0.93

## Inventory Management:

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

19
22
40
32

## Invoice, Payment and Pricing:

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

## Invoice Accuracy:

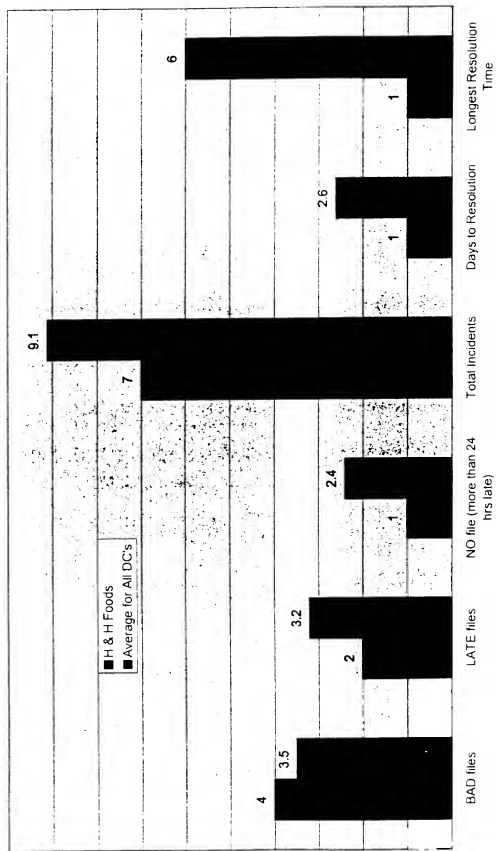
Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

97.25%
99.00%
92.34%

# FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 ↗





3500

FIG. 35

# Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
INCR SYSTEM MEDIA			
SIGNATURE MEATS GROUP			
SCHWAB'S BAKING CO			
WALSH CO.			
WALSH'S LASTIGS			
WALSH'S LASTIGS			
DIXIE PRODUCE & PACKAGING			
NORLAK, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, INC.			
SILVER KING - MN - CORP			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE - AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA-COLA USA			
COCA-COLA USA			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			
RSI Min	Monthly Total Overcharge \$5,000.00	Perfect Order Percentage 92.00%	Monthly Carrying % Invoice FOB 3.00%

OK  
Didn't meet RSI Min

3600

## Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
--	-------	--------	--------	--------	--------	--------	--------	--------	--------

### Food Cost Index

Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						

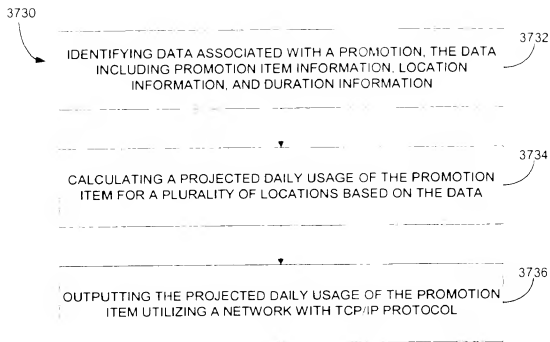
### Total Dollar Purchases (in Millions) /2

Plan	\$2,237.24	\$183.96	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.06						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

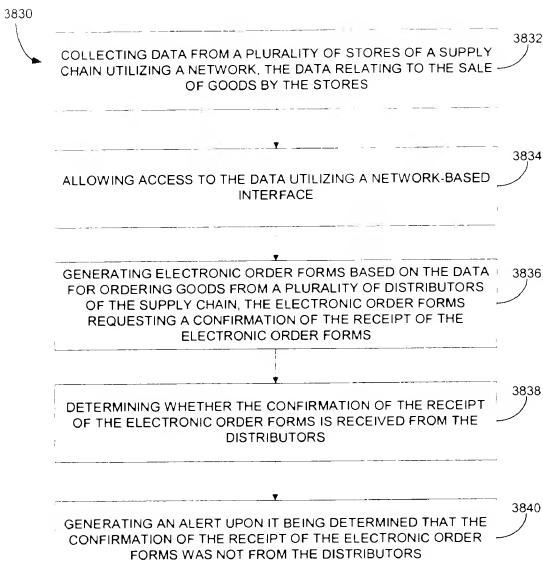
/1 Includes on food cost index items

/2 Based on FY 99 Sales Volumes

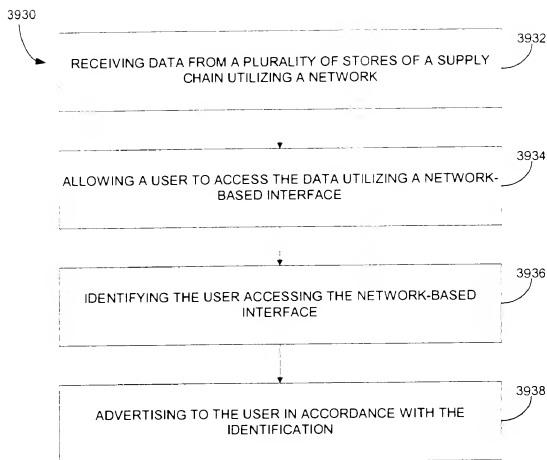
FIG. 36



**FIG. 37**

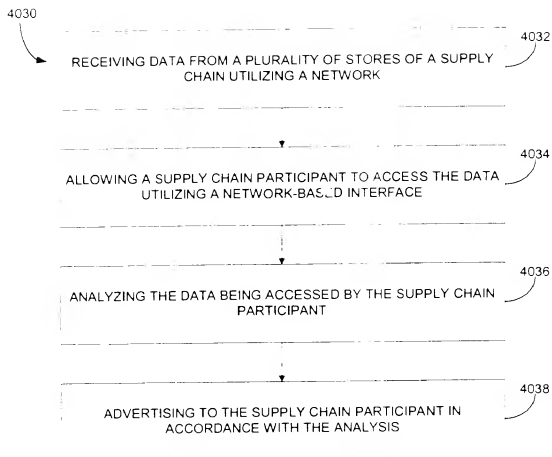


**FIG. 38**

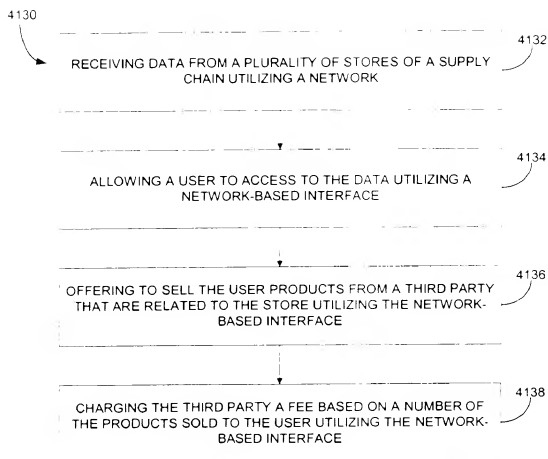


**FIG. 39**

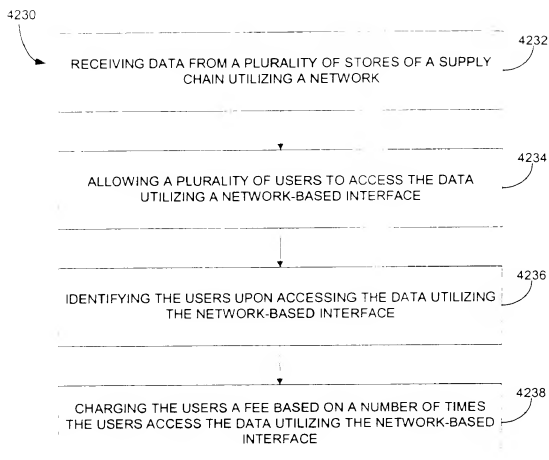




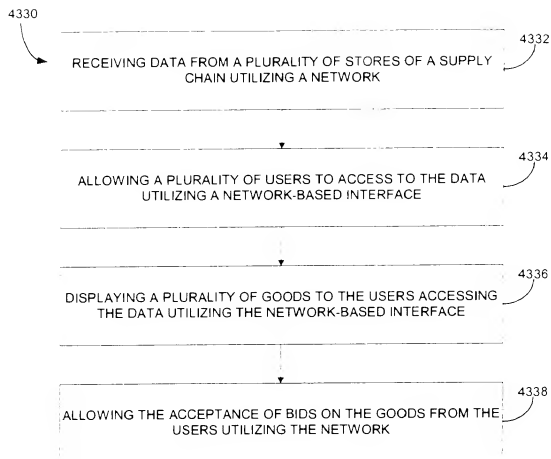
**FIG. 40**



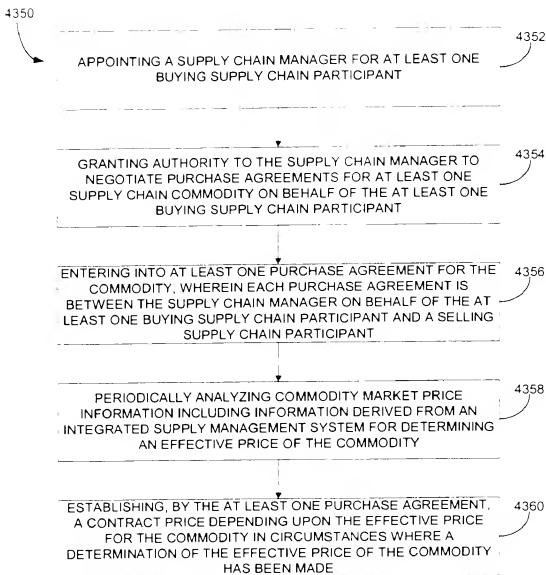
**FIG. 41**



**FIG. 42**



**FIG. 43A**



**FIG. 43B**

4370

APPOINTING A SUPPLY CHAIN MANAGER FOR A BUYING SUPPLY  
CHAIN PARTICIPANT

4372

GRANTING AUTHORITY TO THE SUPPLY CHAIN MANAGER TO  
NEGOTIATE SUPPLY AGREEMENTS BETWEEN A SELLING SUPPLY  
CHAIN PARTICIPANT AND THE SUPPLY CHAIN MANAGER ON  
BEHALF OF THE BUYING SUPPLY CHAIN PARTICIPANT

4374

ENTERING INTO THE SUPPLY AGREEMENT, WHEREIN THE  
SUPPLY AGREEMENT HAS PROVISIONS INCLUDING I)  
ESTABLISHING A CONTRACT PRICE FOR THE GOOD, AND II)  
REQUIRING THE SELLING SUPPLY CHAIN PARTICIPANT TO BILL  
THE BUYING SUPPLY CHAIN PARTICIPANT AT AN INVOICE PRICE  
TO BE DETERMINED BY THE SUPPLY CHAIN MANAGER

4376

ESTABLISHING AN INVOICE PRICE FOR THE GOOD AT VARIOUS  
TIMES DURING THE TERM OF THE SUPPLY AGREEMENT

4378

**FIG. 43C**

4386

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE  
BUYING SUPPLY CHAIN PARTICIPANT

4388

AUTHORIZING THE SUPPLY CHAIN MANAGER TO NEGOTIATE  
SUPPLY AGREEMENTS FOR AT LEAST ONE GOOD ON BEHALF OF  
THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4390

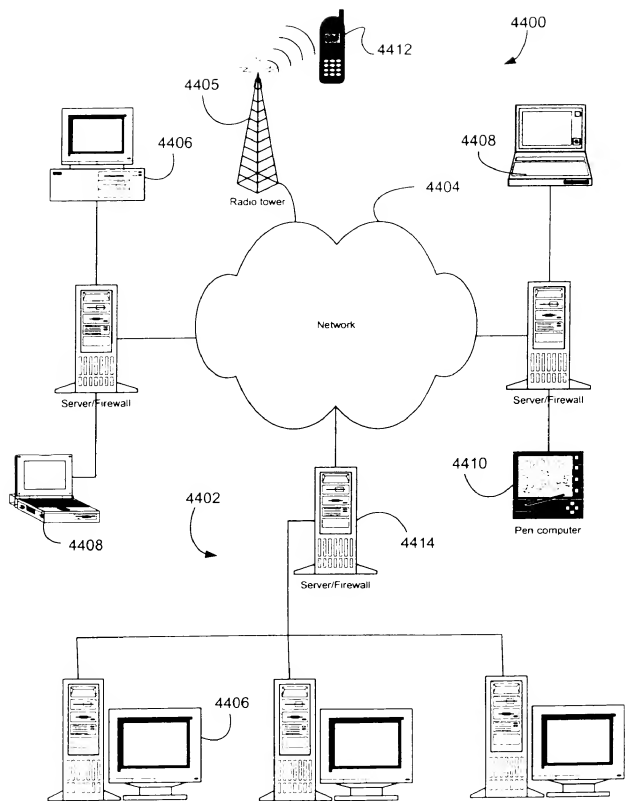
ENTERING INTO AT LEAST ONE SUPPLY AGREEMENT FOR THE AT  
LEAST ONE GOOD, WHEREIN PROVISIONS OF THE SUPPLY  
AGREEMENT INCLUDE: (I) PRICING FOR EACH ONE GOOD SHALL  
BE BASED UPON FACTORS INCLUDING AN ACTUAL MARKET  
PRICE OF AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN  
MANAGER HAS NOT ESTABLISHED A COMMODITY POSITION  
PRICE; AND (II) PRICING FOR EACH ONE GOOD SHALL BE BASED  
UPON FACTORS INCLUDING A COMMODITY POSITION PRICE OF  
AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN MANAGER  
HAS ESTABLISHED A COMMODITY POSITION PRICE

4392

PERIODICALLY ESTABLISHING THROUGH THE SUPPLY CHAIN  
MANAGER A COMMODITY POSITION PRICE

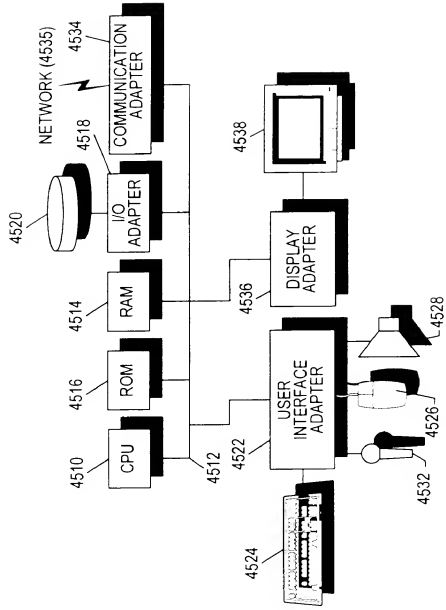
4394

**FIG. 43D**

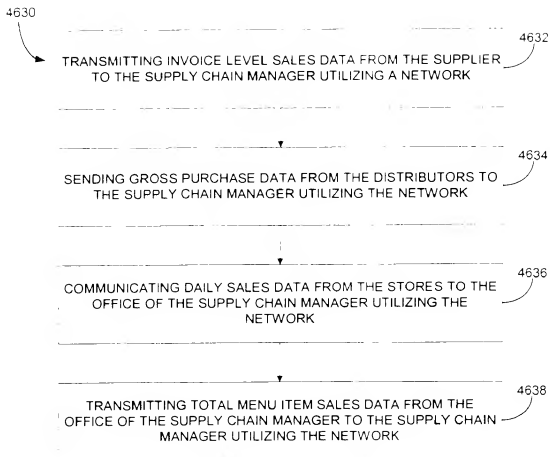


**FIG. 44**

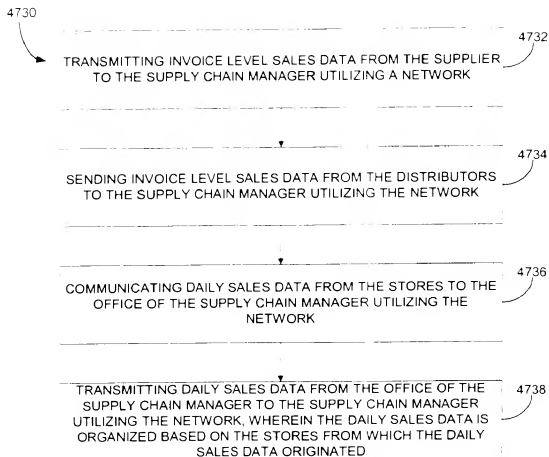




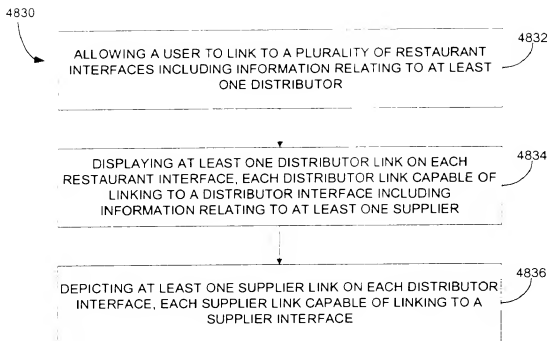
**FIG. 45**



**FIG. 46**



**FIG. 47**




**FIG. 48**

Restaurant Services, Inc. - Microsoft Internet Explorer

Address: http://www.rsiweb.com/home/index.asp



**RSI**

4902



**Contact Information**  
Map/Directories

**General Information**  
Legal Information  
How About Us  
Help  
Site Map  
Feedback

**Restaurant Services, Inc.**  
BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name: \_\_\_\_\_ Password: \_\_\_\_\_

Franchisee

Enter Site

Click For Help

**About RSI**

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchise Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

4900

Internet

FIG. 49

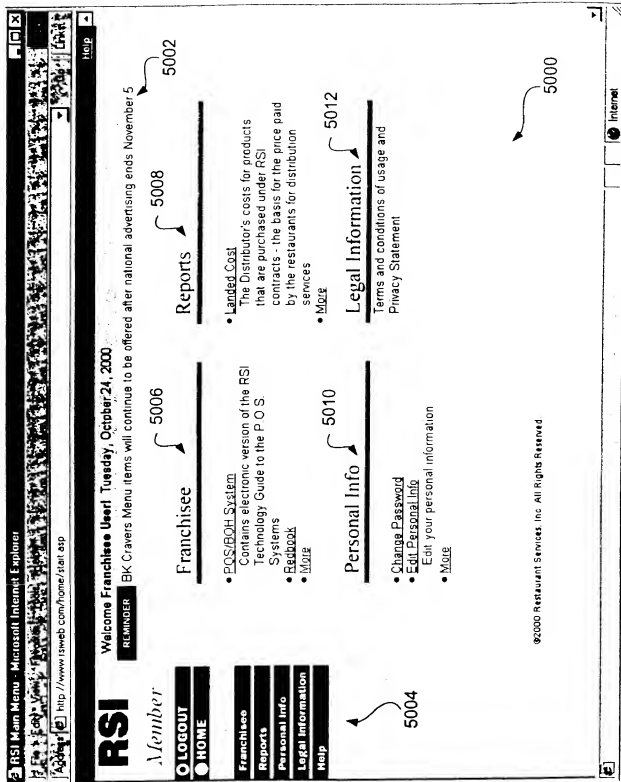
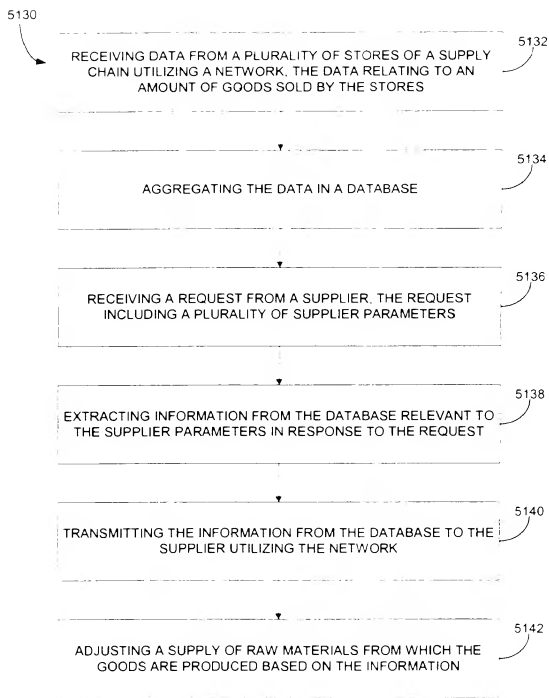


FIG. 50



**FIG. 51**

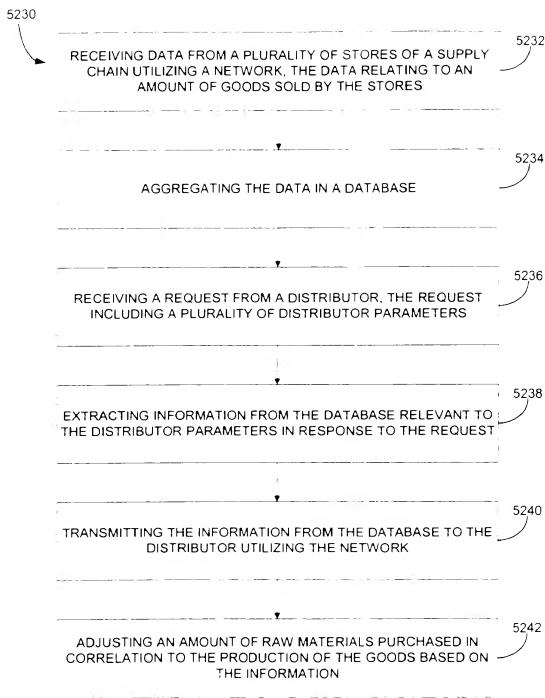


FIG. 52



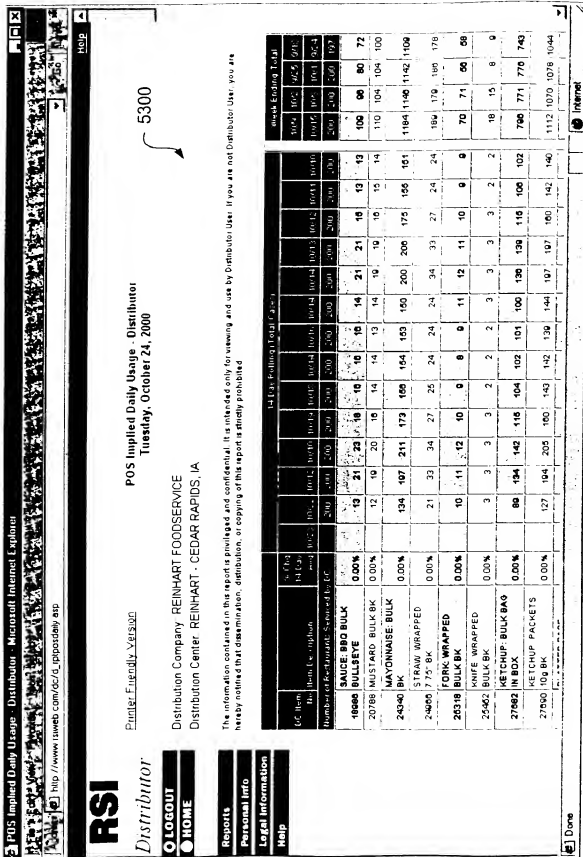


FIG. 53

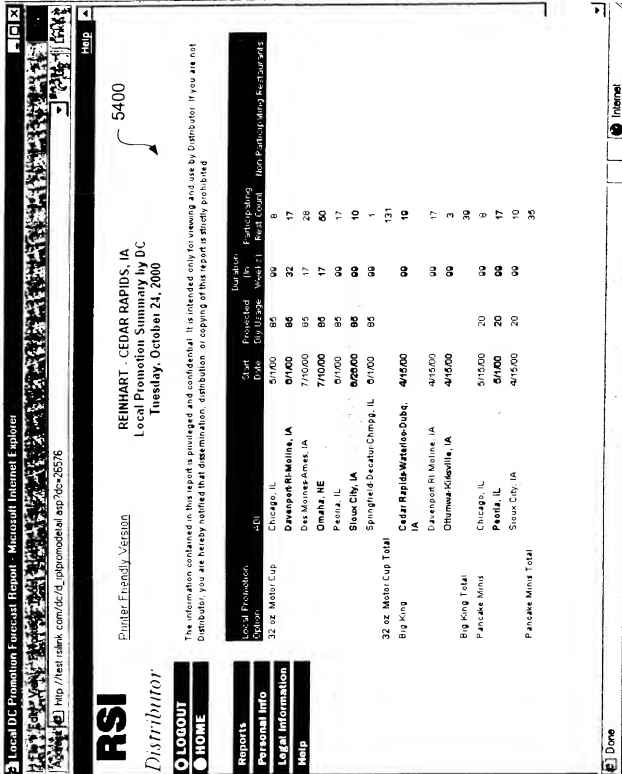


FIG. 54

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

http://www.rsiweb.com/supplier\_r\_posdaily.asp?supplier=5550

**RSI**

Supplier **TYSON FOODS**

POS Implied Daily Usage - Supplier  
Tuesday, October 21, 2000

Printer Friendly Version

Supplier: TYSON FOODS

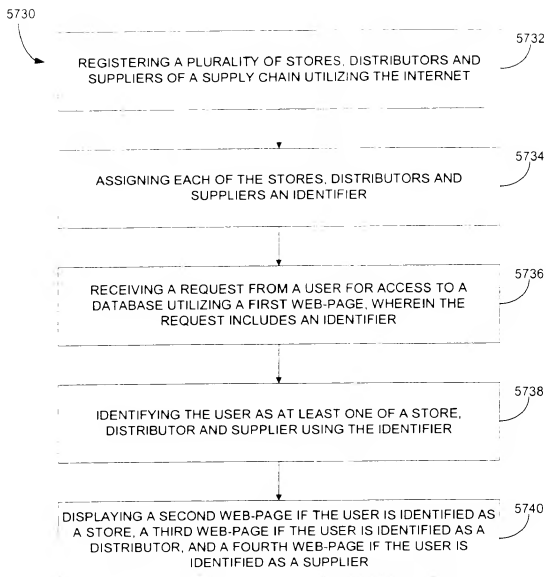
The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

POB Point	PC No	Item Description	% Chg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	Week Ending Total	
<b>TOTAL</b>																			
<b>Total of PC Locations</b>																			
CHICKEN		0.00%	80	137	144	111	100	98	96	100	134	137	125	100	100	790	774	786	781
6 PATTY																			
CHICKEN		0.00%	25	51	60	48	45	43	43	40	51	60	48	46	41	330	327	354	344
7 BROILER																			
CHICKEN		0.00%	222	398	397	206	240	220	225	240	346	315	256	226	223	1815	1,008	1,418	1,203
6 TENDERS																			
CHICKEN																			

Done Internet

FIG. 55





**FIG. 57**

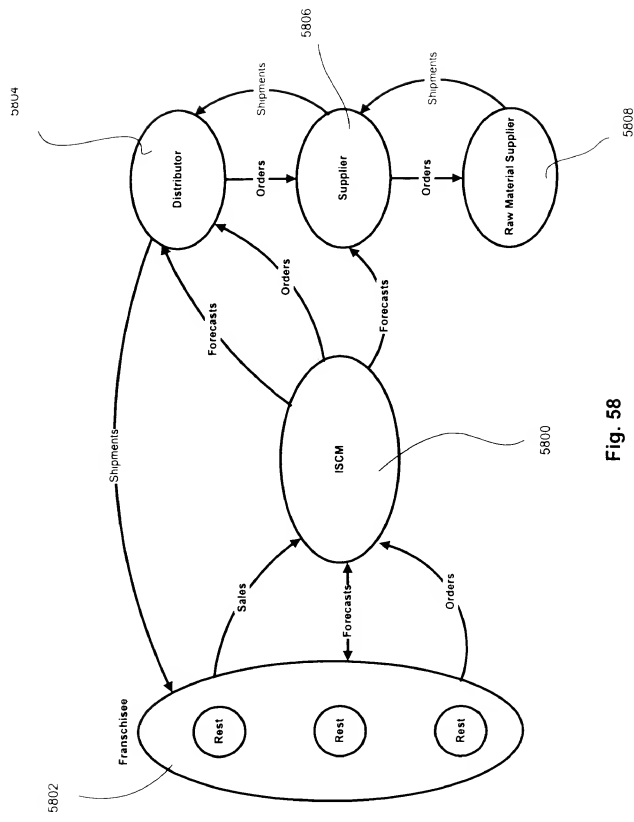
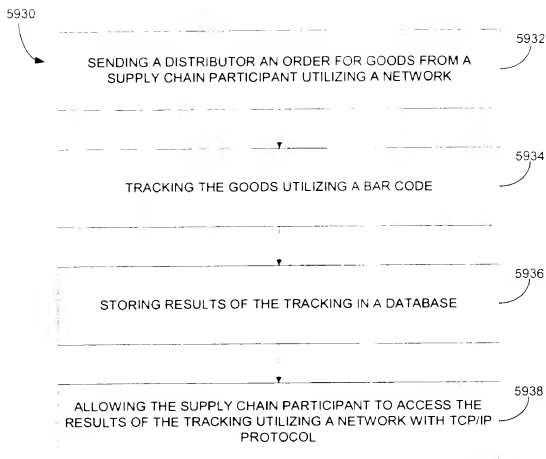


Fig. 58



**FIG. 59**

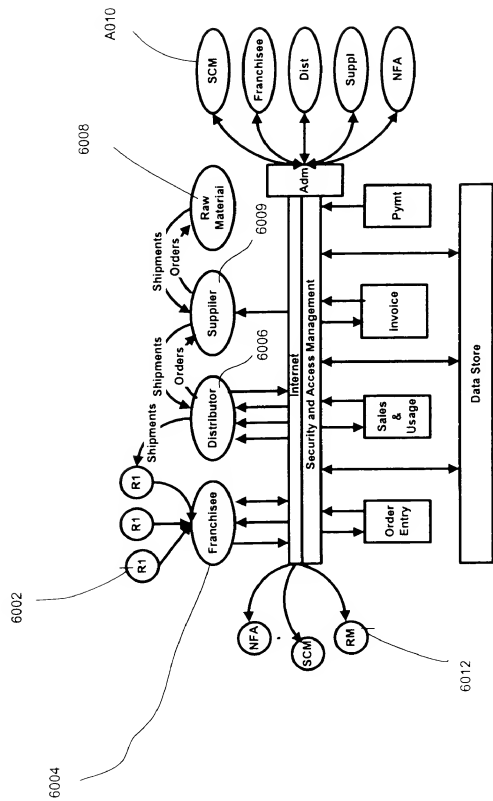


Fig. 60



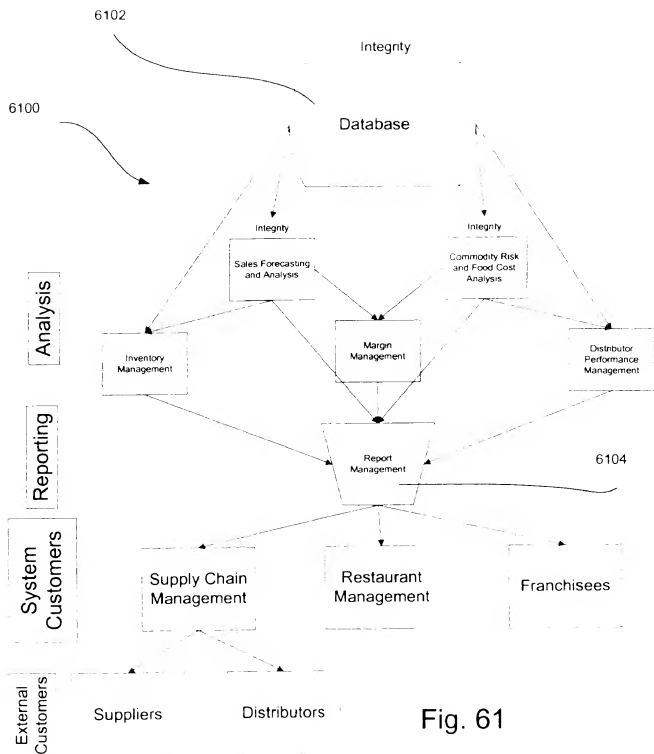
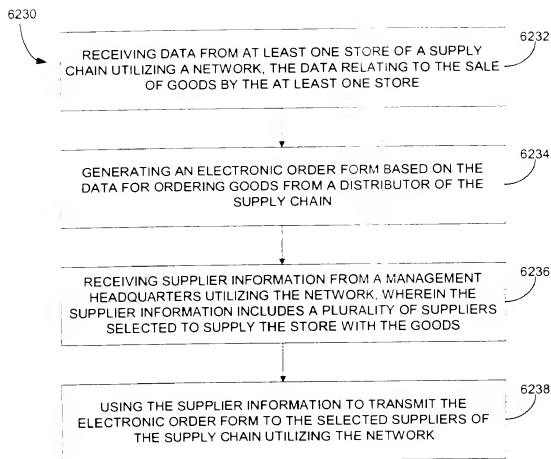


Fig. 61



**FIG. 62**

6300

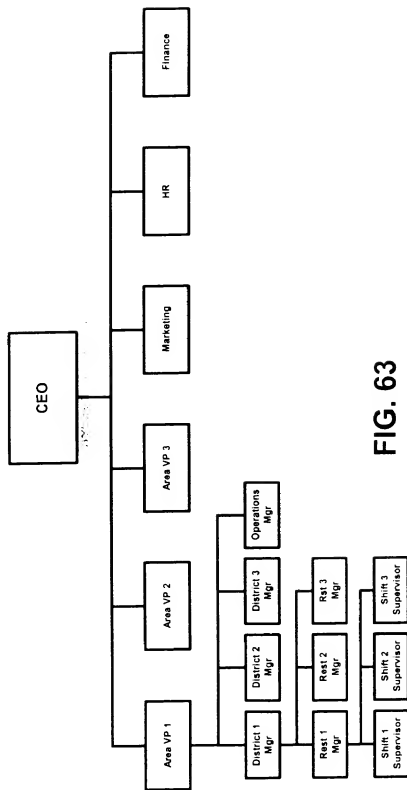
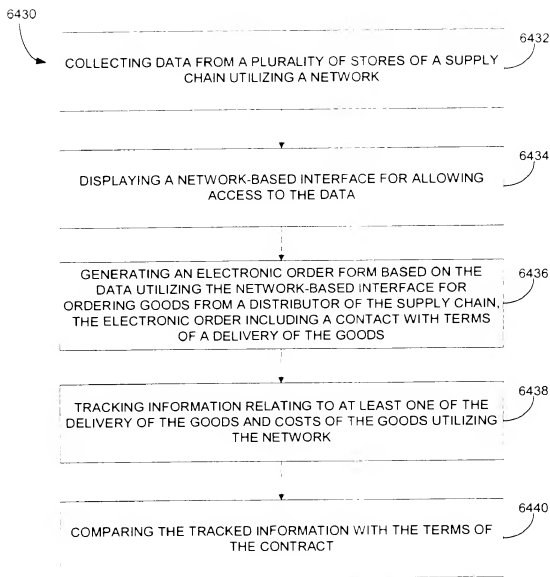
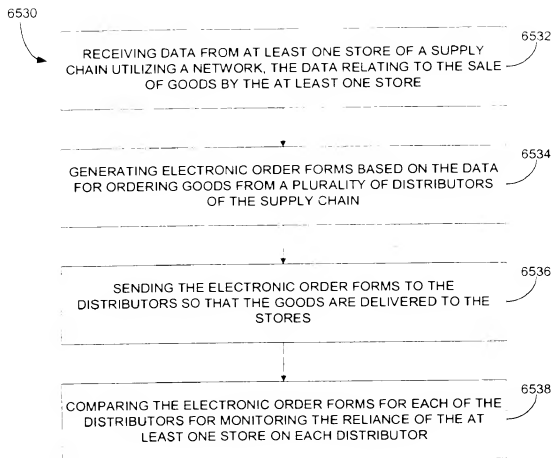


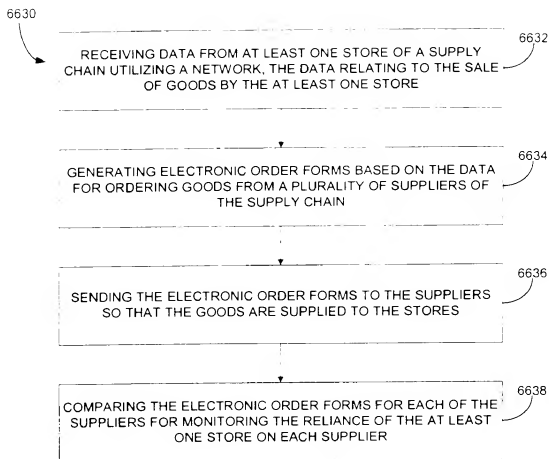
FIG. 63



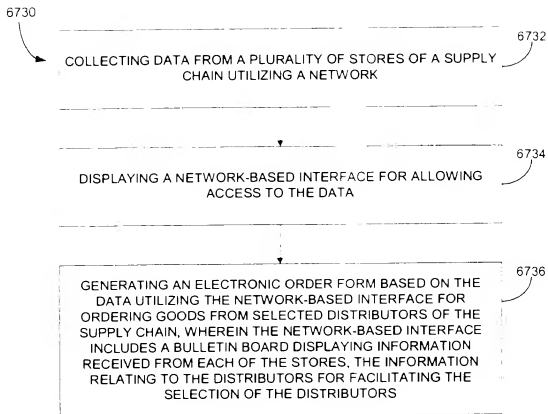
**FIG. 64**



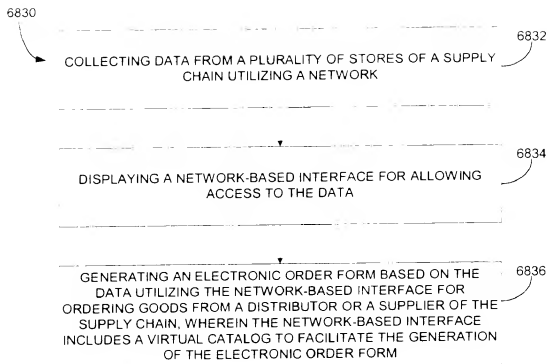
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**



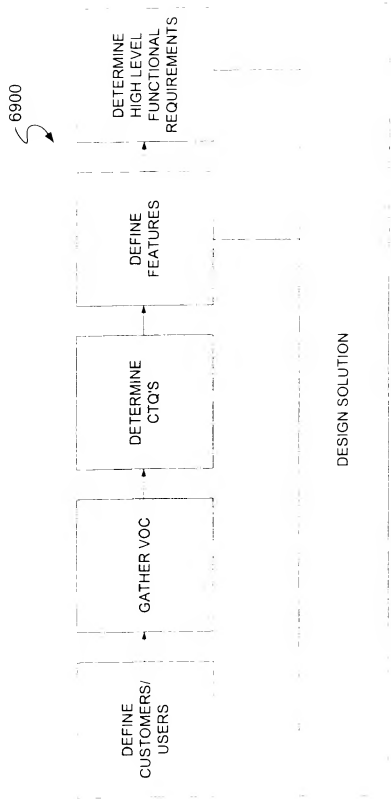
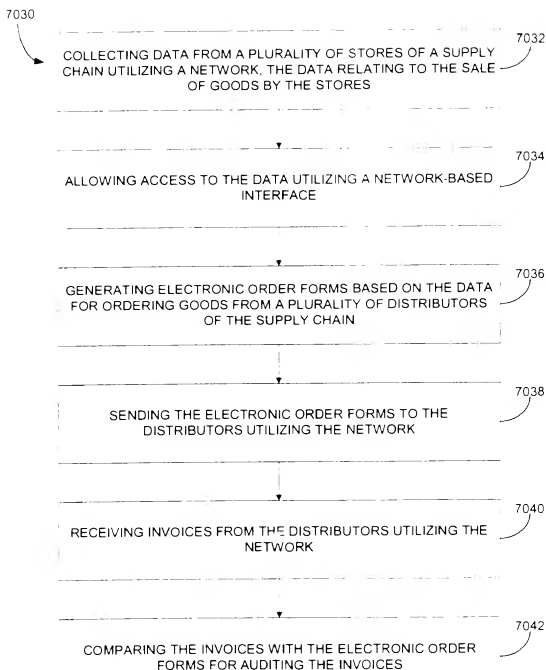
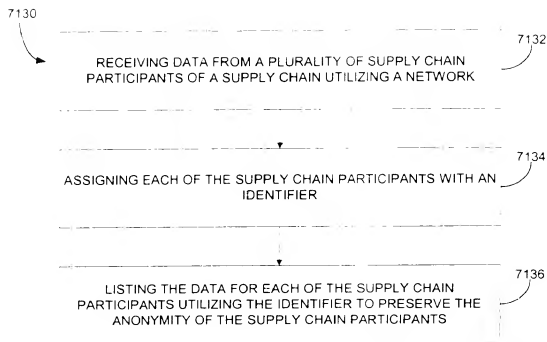


FIG. 69



**FIG. 70**



**FIG. 71**

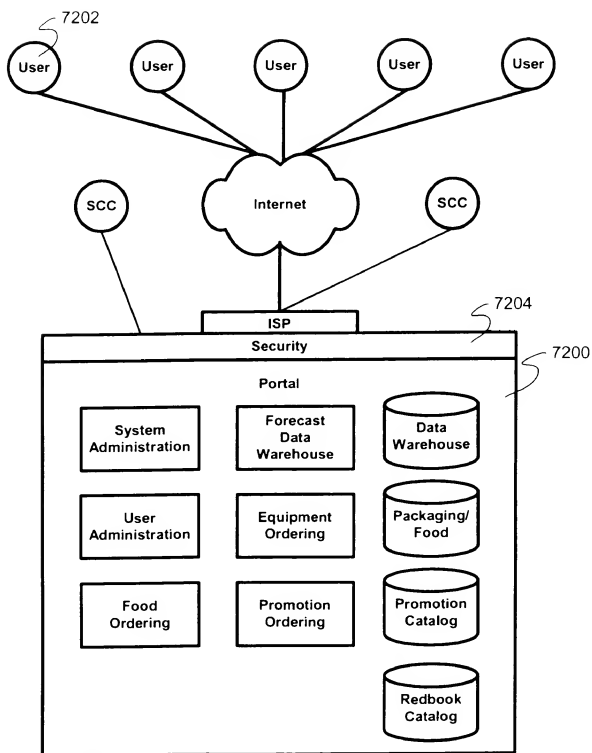
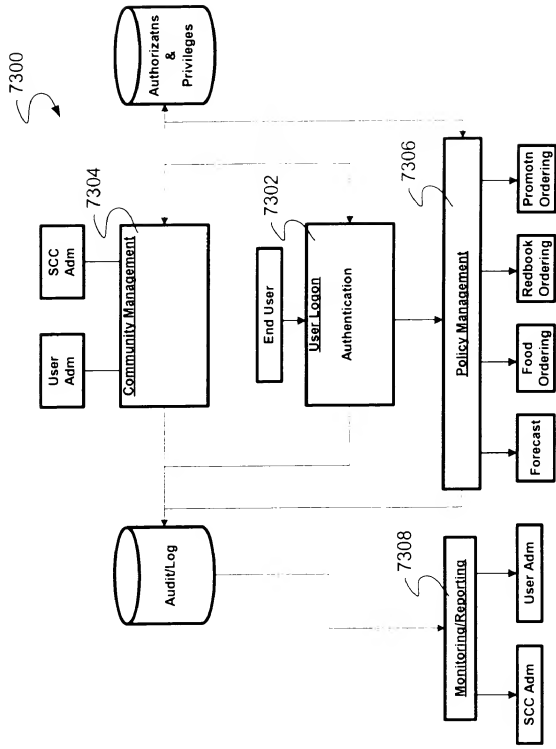


FIG. 72



**FIG. 73**

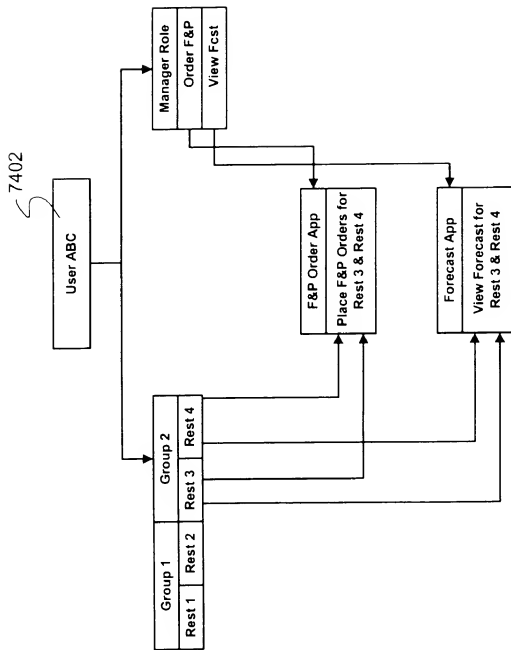


FIG. 74

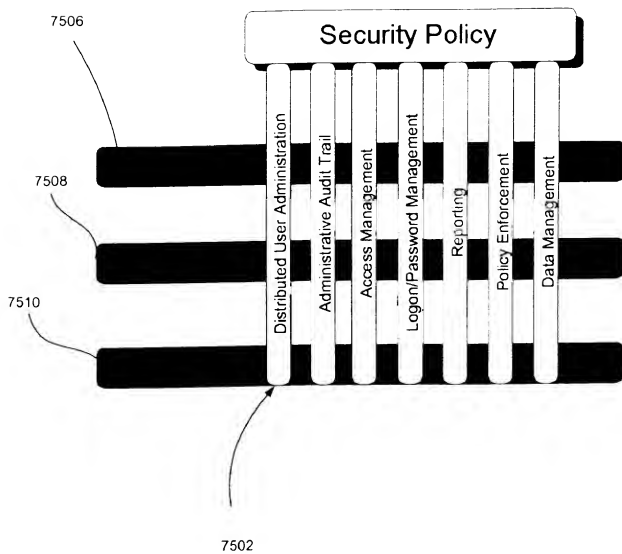
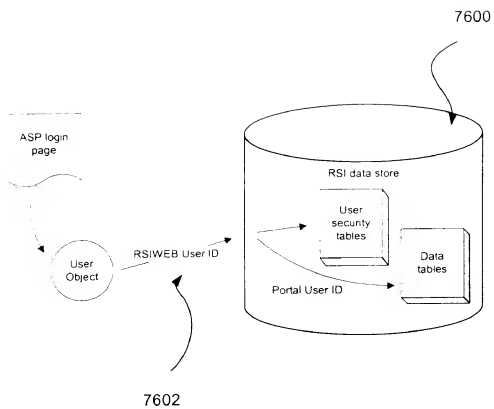


Fig. 75



**Fig. 76**



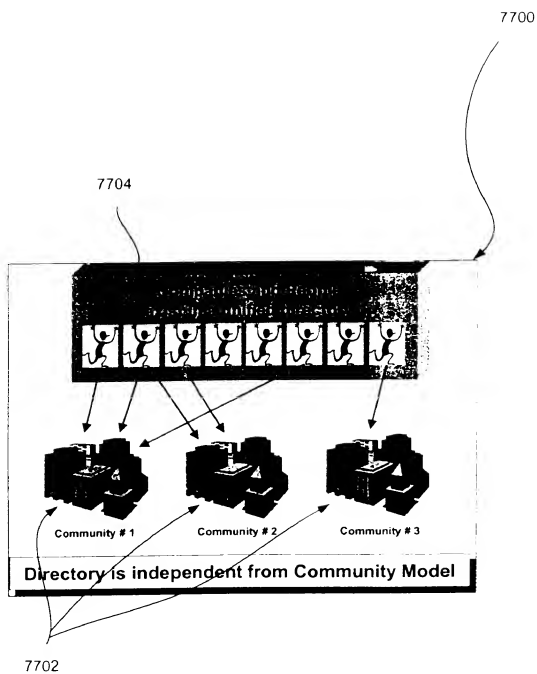


Fig. 77

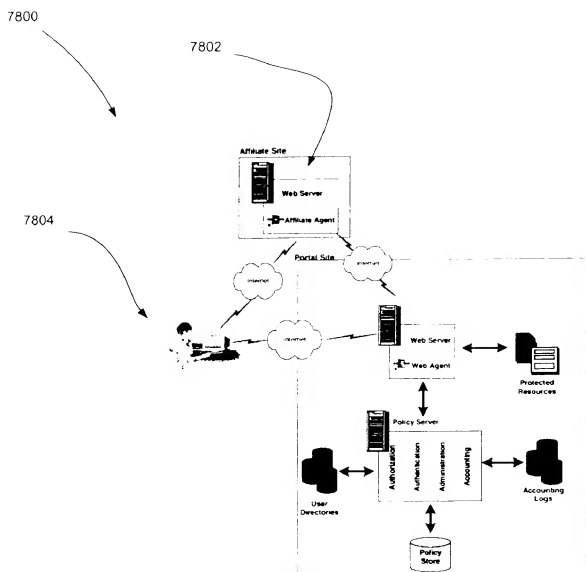


Fig. 78

7900

7902

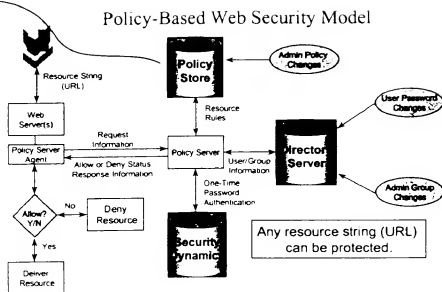
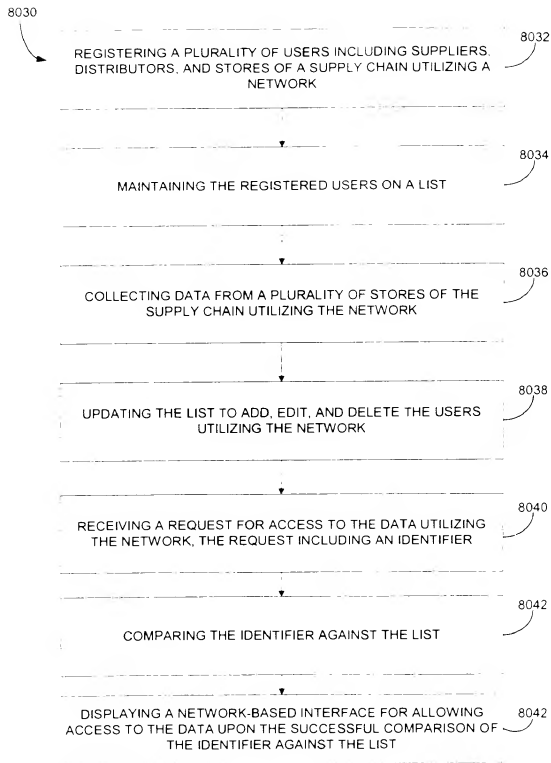
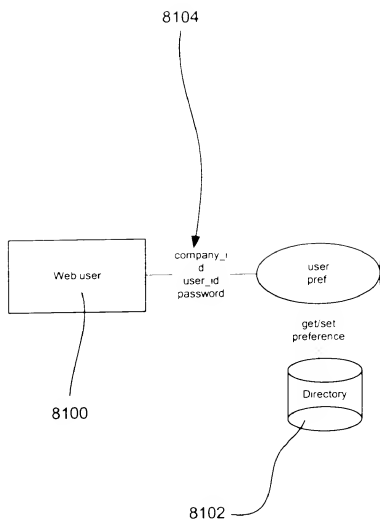


Fig. 79



**FIG. 80**



**Fig. 81**

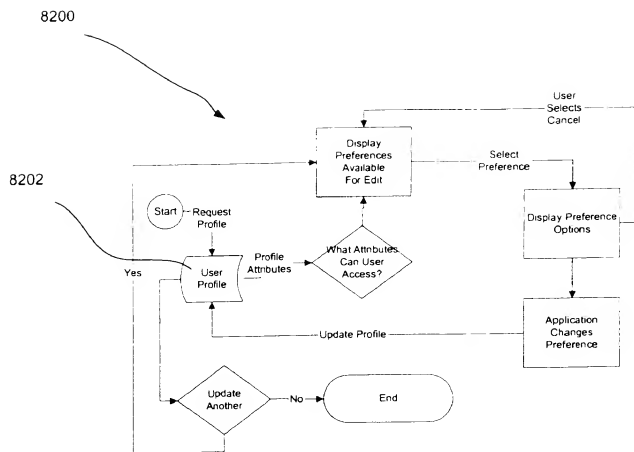
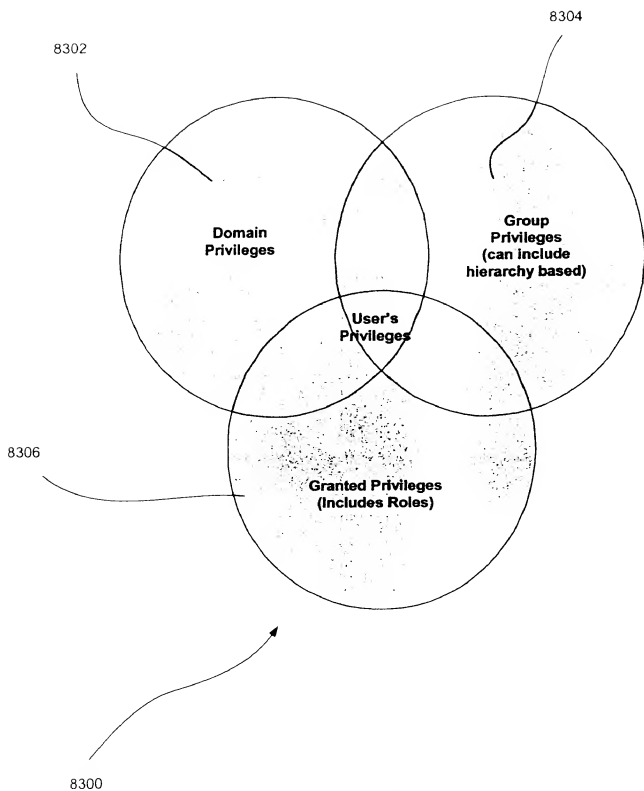
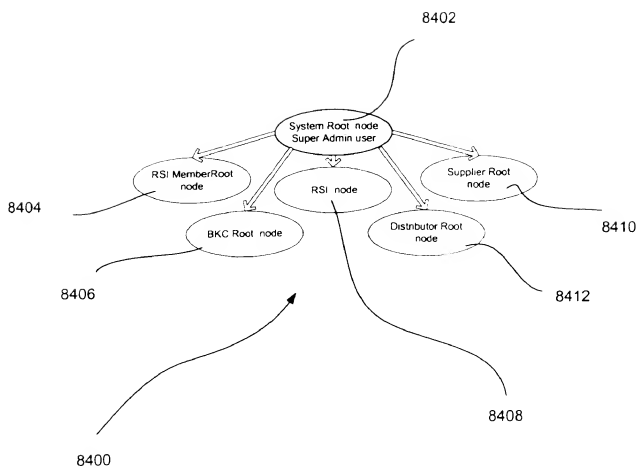


Fig. 82

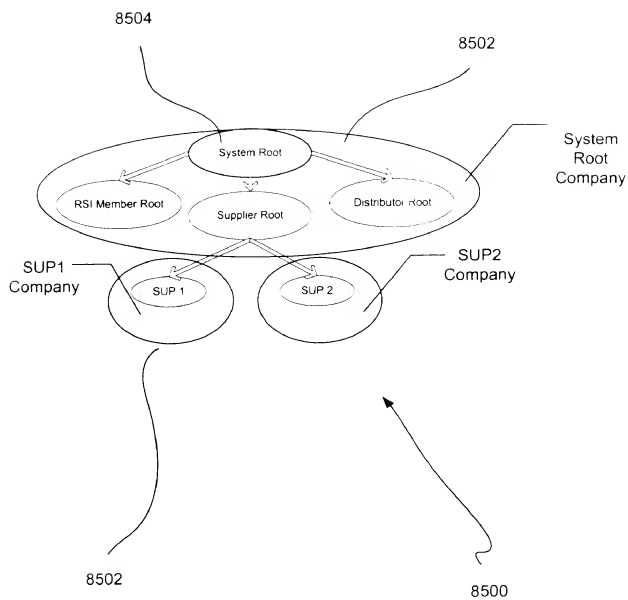


**Fig. 83**



**Fig. 84**





**Fig. 85**

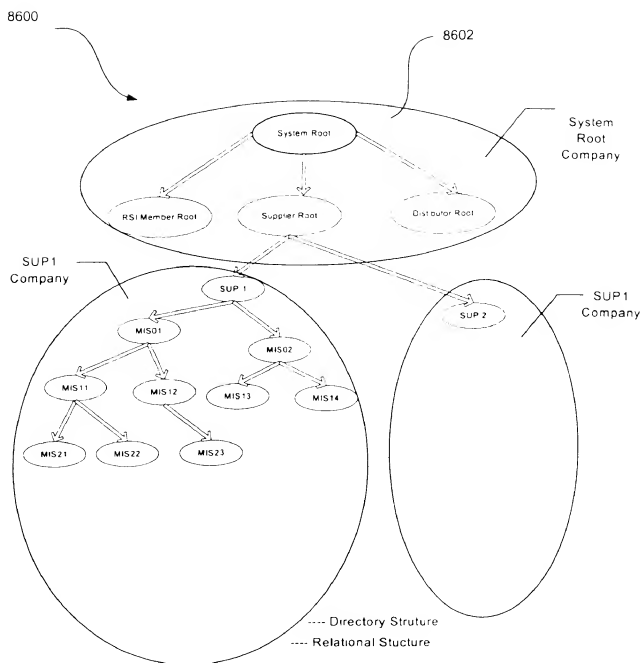


Fig. 86

8700

## Group Hierarchy Management: Data Flow

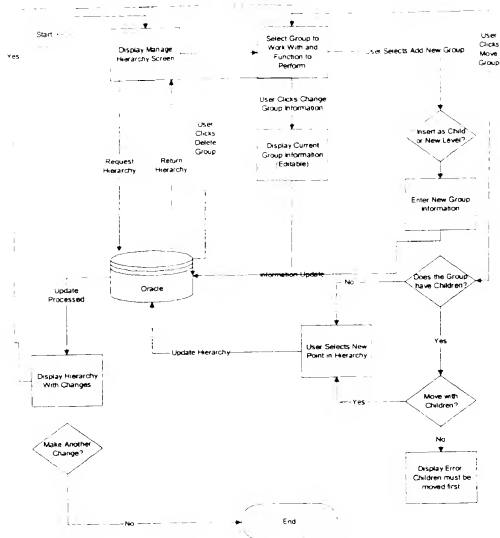


Fig. 87

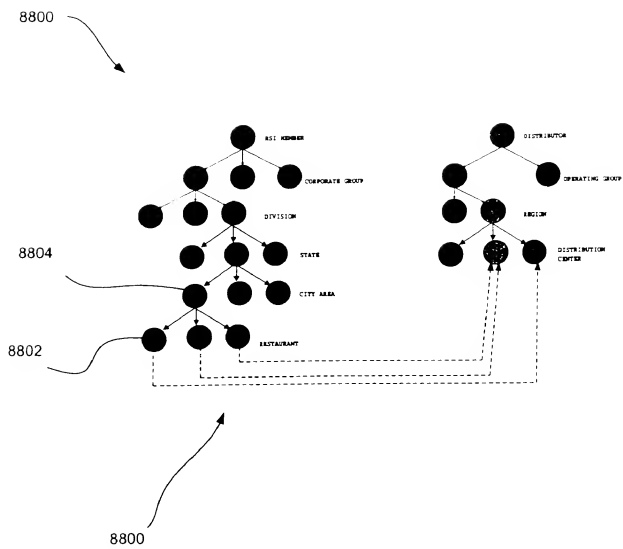


Fig. 88

8902

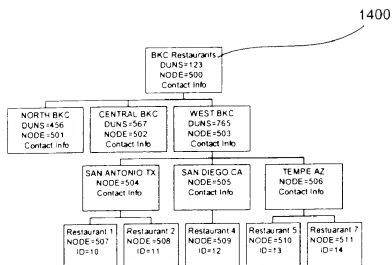


Fig. 89

4

FIG. 90

9100

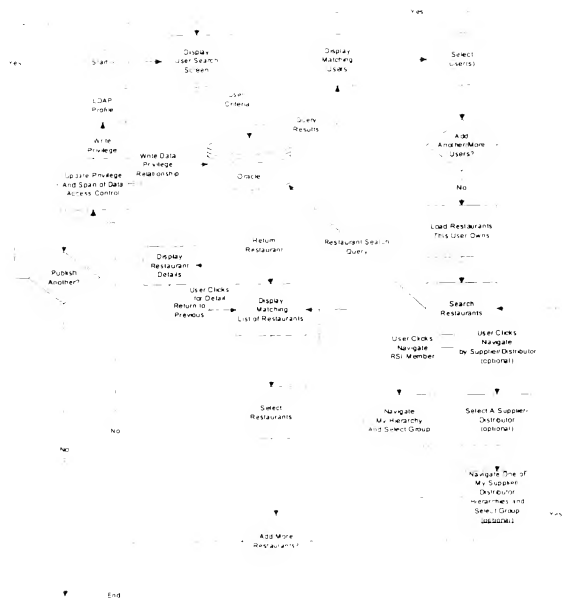
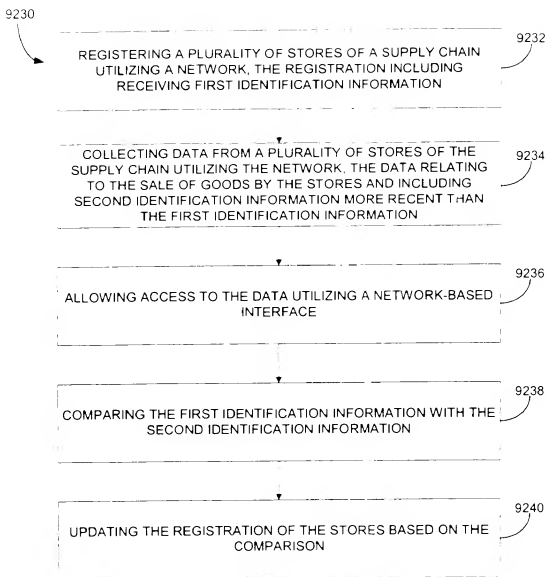
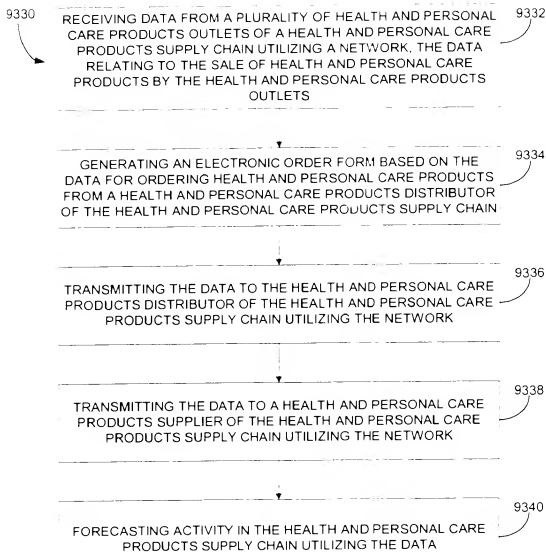


Fig. 91

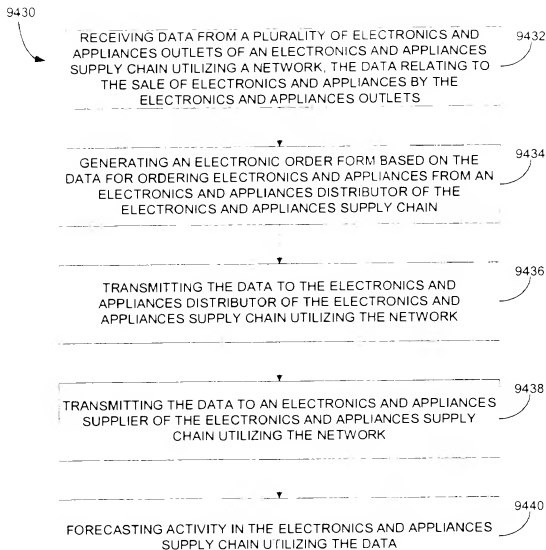


**FIG. 92**

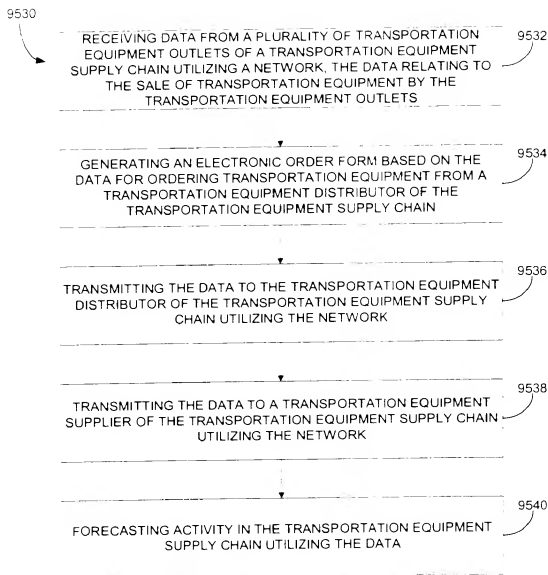




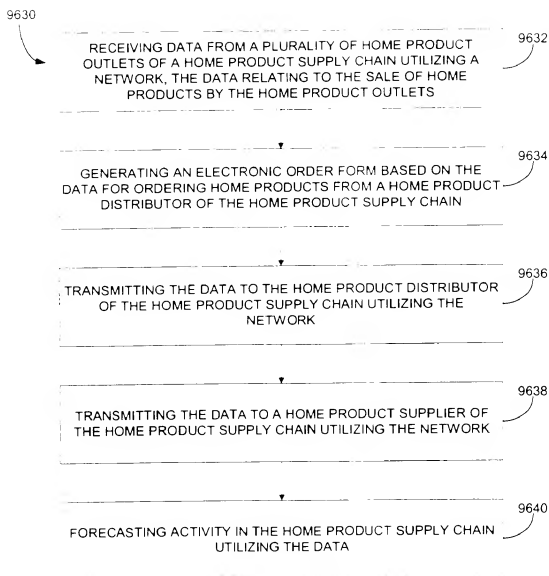
**FIG. 93**



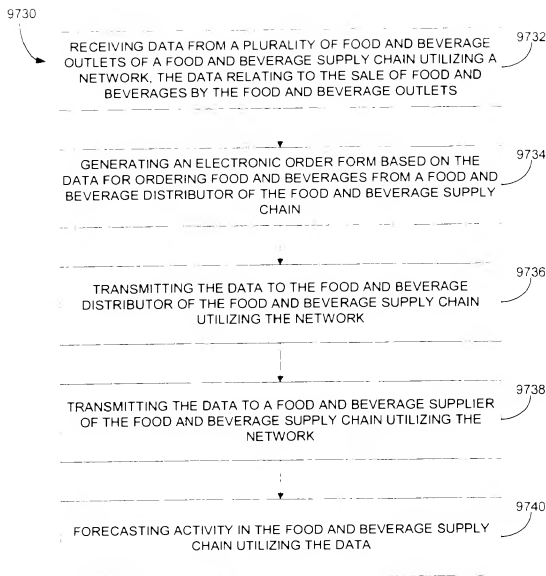
**FIG. 94**



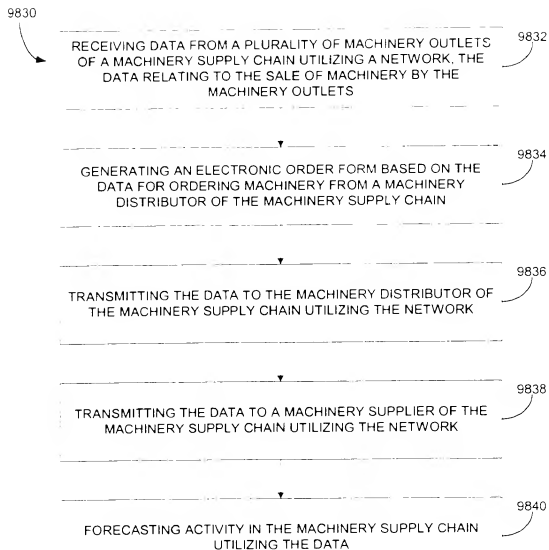
**FIG. 95**



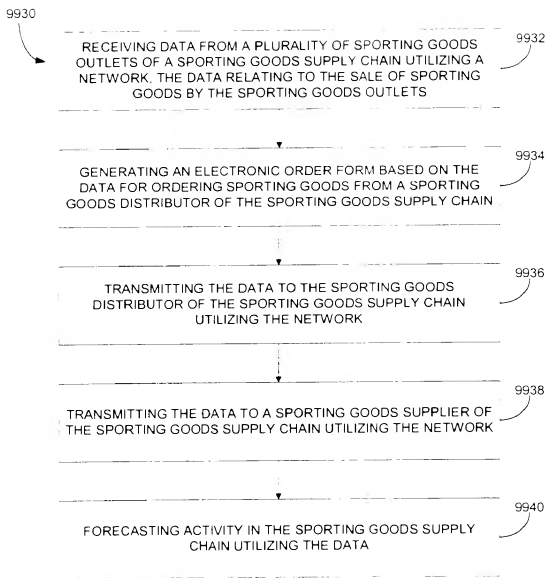
**FIG. 96**



**FIG. 97**



**FIG. 98**



**FIG. 99**

10030

RECEIVING DATA FROM A PLURALITY OF CHEMICAL OUTLETS OF  
A CHEMICAL SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF CHEMICALS BY THE CHEMICAL  
OUTLETS

10032

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE  
DATA FOR ORDERING CHEMICALS FROM A CHEMICAL  
DISTRIBUTOR OF THE CHEMICAL SUPPLY CHAIN

10034

TRANSMITTING THE DATA TO THE CHEMICAL DISTRIBUTOR OF  
THE CHEMICAL SUPPLY CHAIN UTILIZING THE NETWORK

10036

TRANSMITTING THE DATA TO A CHEMICAL SUPPLIER OF THE  
CHEMICAL SUPPLY CHAIN UTILIZING THE NETWORK

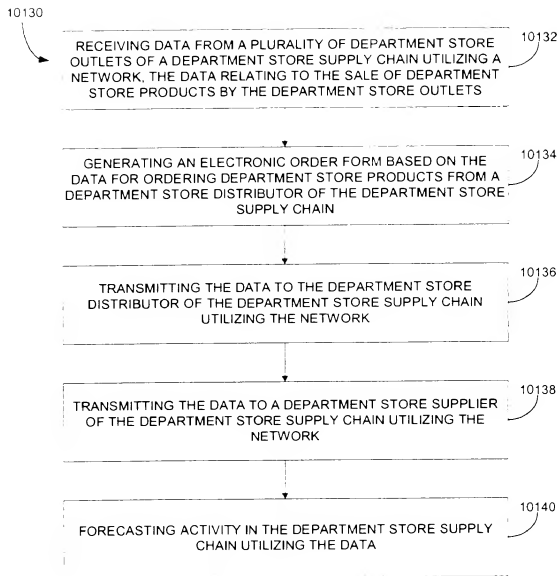
10038

FORECASTING ACTIVITY IN THE CHEMICAL SUPPLY CHAIN  
UTILIZING THE DATA

10040

**FIG. 100**





**FIG. 101**

10230

RECEIVING DATA FROM A PLURALITY OF OFFICE PRODUCT  
OUTLETS OF AN OFFICE PRODUCT SUPPLY CHAIN UTILIZING A  
NETWORK, THE DATA RELATING TO THE SALE OF OFFICE  
PRODUCTS BY THE OFFICE PRODUCT OUTLETS

10232

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE  
DATA FOR ORDERING OFFICE PRODUCTS FROM AN OFFICE  
PRODUCT DISTRIBUTOR OF THE OFFICE PRODUCT SUPPLY  
CHAIN

10234

TRANSMITTING THE DATA TO THE OFFICE PRODUCT  
DISTRIBUTOR OF THE OFFICE PRODUCT SUPPLY CHAIN  
UTILIZING THE NETWORK

10236

TRANSMITTING THE DATA TO AN OFFICE PRODUCT SUPPLIER OF  
THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK

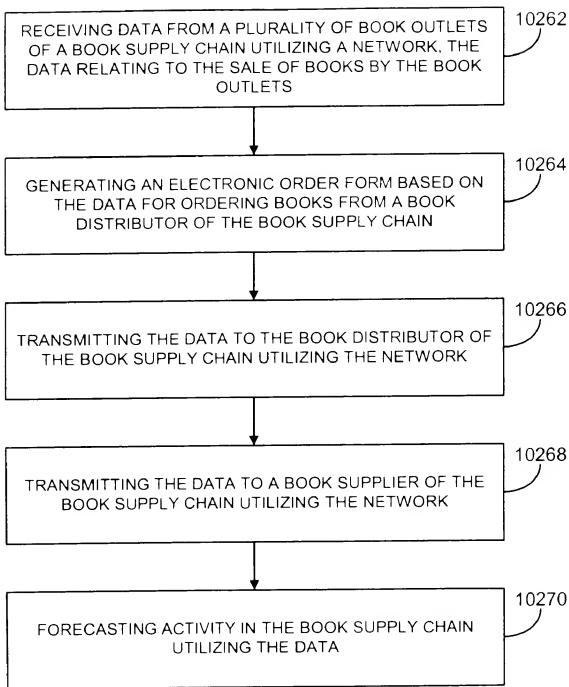
10238

FORECASTING ACTIVITY IN THE OFFICE PRODUCT SUPPLY CHAIN  
UTILIZING THE DATA

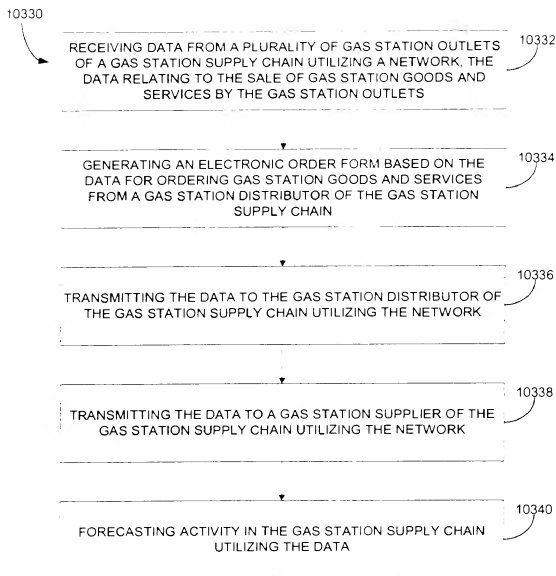
10240

**FIG. 102A**

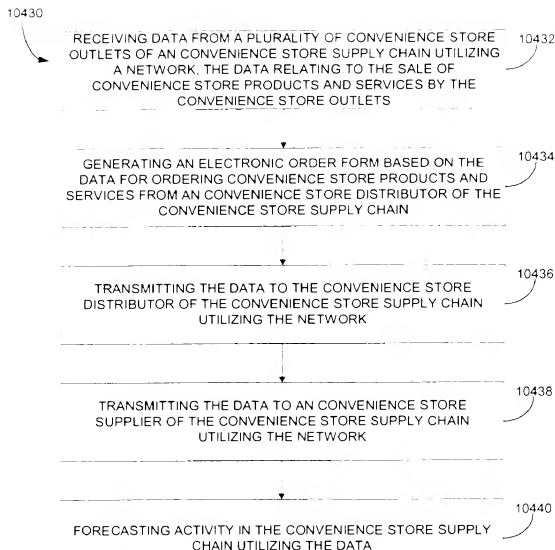
10260



**FIG. 102B**

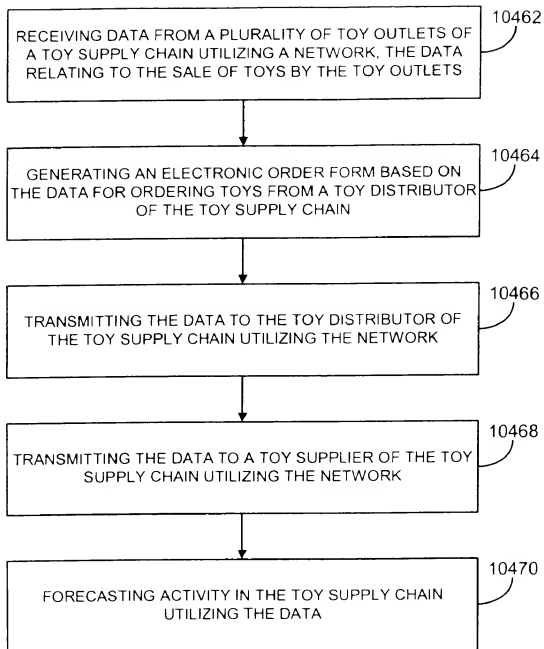


**FIG. 103**

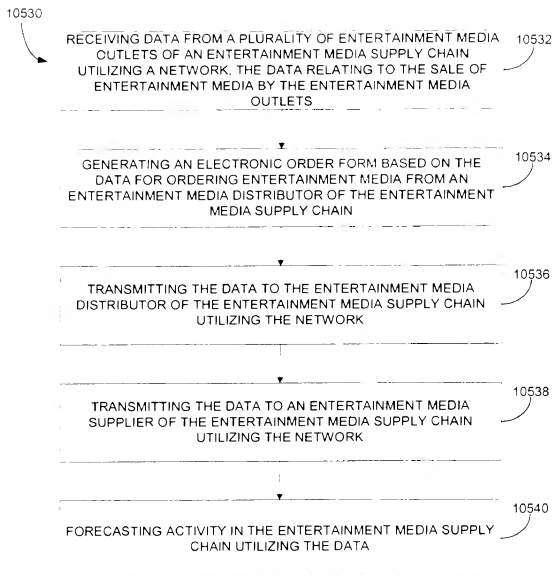


**FIG. 104A**

10460



**FIG. 104B**



**FIG. 105**

10630

RECEIVING DATA FROM A PLURALITY OF ACCOMMODATION  
OUTLETS OF AN ACCOMMODATION SUPPLY CHAIN UTILIZING A  
NETWORK, THE DATA RELATING TO THE SALE OF  
ACCOMMODATION PRODUCTS AND SERVICES BY THE  
ACCOMMODATION OUTLETS

10632

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE  
DATA FOR ORDERING ACCOMMODATION PRODUCTS AND  
SERVICES FROM AN ACCOMMODATION DISTRIBUTOR OF THE  
ACCOMMODATION SUPPLY CHAIN

10634

TRANSMITTING THE DATA TO THE ACCOMMODATION  
DISTRIBUTOR OF THE ACCOMMODATION SUPPLY CHAIN  
UTILIZING THE NETWORK

10636

TRANSMITTING THE DATA TO AN ACCOMMODATION SUPPLIER OF  
THE ACCOMMODATION SUPPLY CHAIN UTILIZING THE NETWORK

10638

FORECASTING ACTIVITY IN THE ACCOMMODATION SUPPLY CHAIN  
UTILIZING THE DATA

10640

**FIG. 106**



10730

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

10732

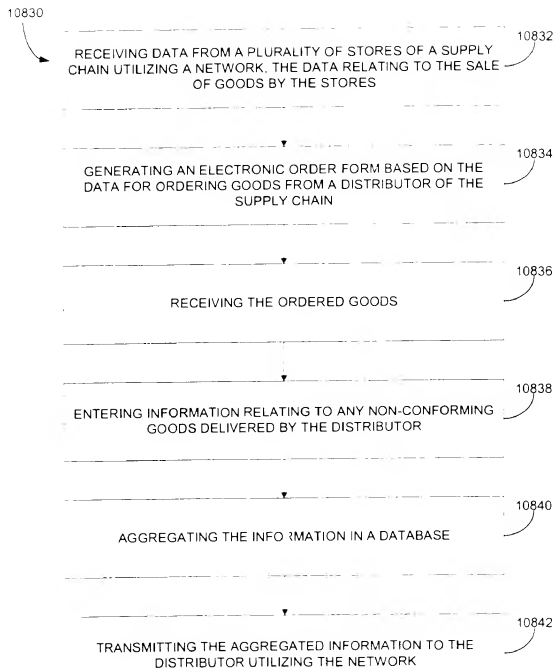
GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING GOODS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

10734

TRANSMITTING THE DATA TO SUPPLIERS OF THE SUPPLY CHAIN UTILIZING THE NETWORK, WHEREIN THE SUPPLIERS OFFER RAW PRODUCTS USED FOR PRODUCING THE GOODS AT A PREDETERMINED PRICE, THE PRICE DECREASING AS A FUNCTION OF TIME DURING A PREDETERMINED DURATION

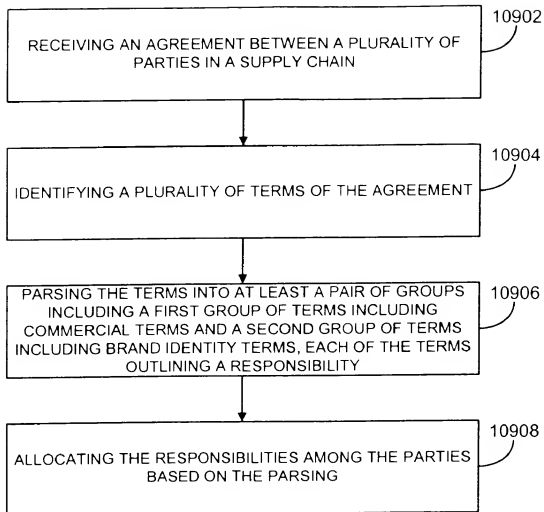
10736

**FIG. 107**



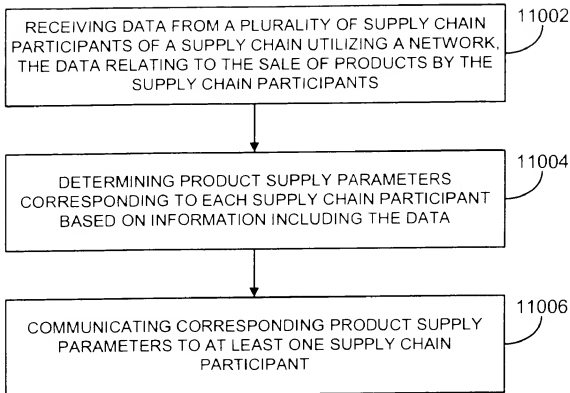
**FIG. 108**

10900



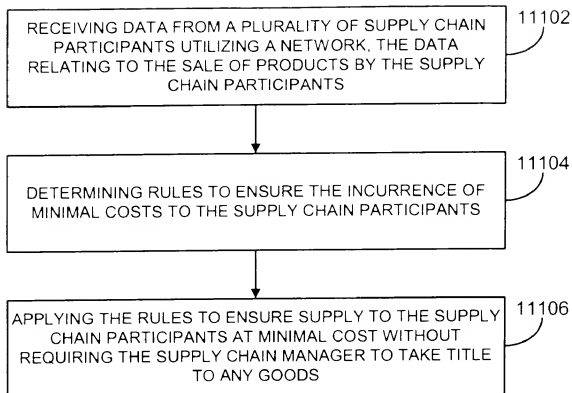
**FIG. 109**

11000



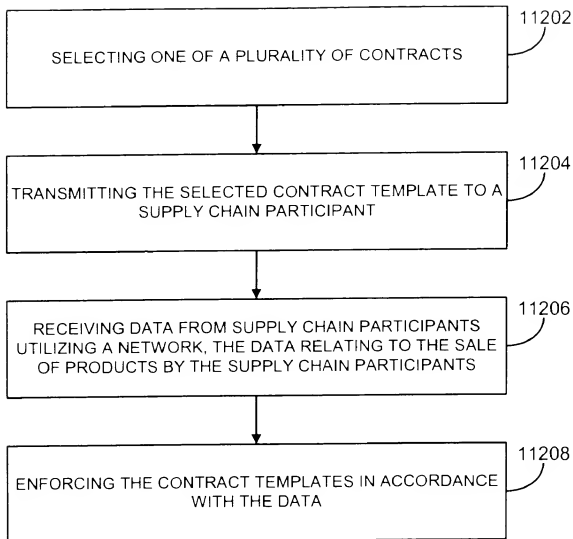
**FIG. 110**

11100



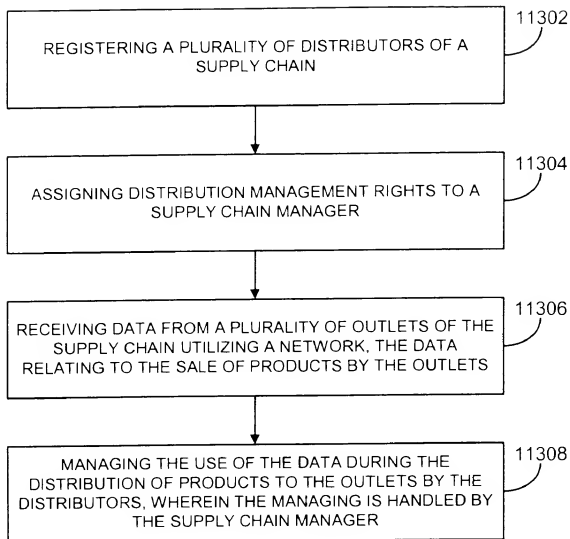
**FIG. 111**

11200



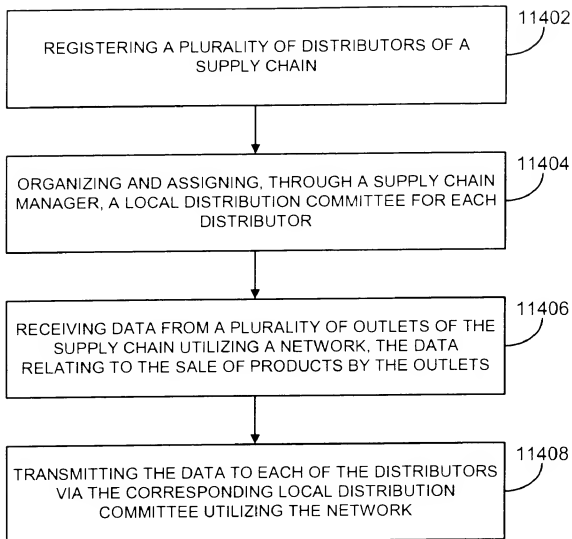
**FIG. 112**

11300



**FIG. 113**

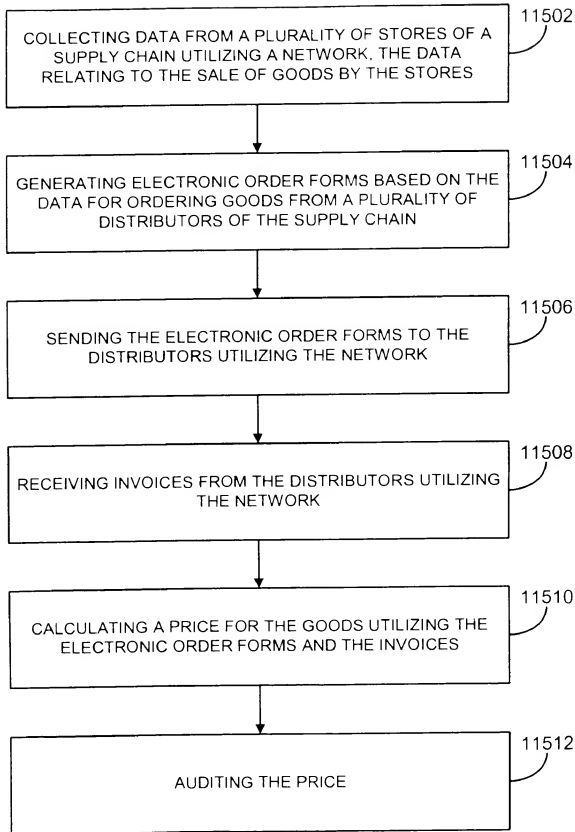
11400



**FIG. 114**

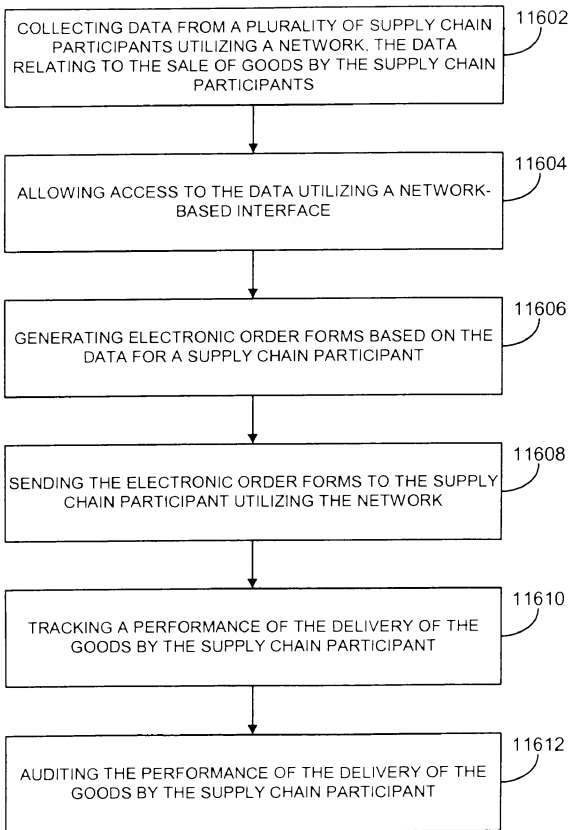


11500



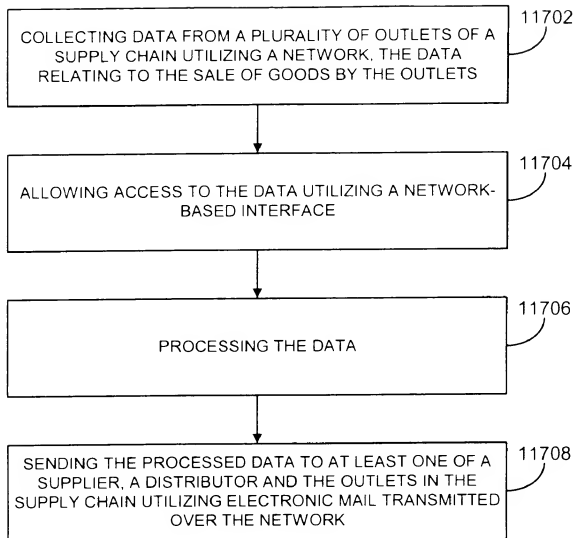
**FIG. 115**

11600



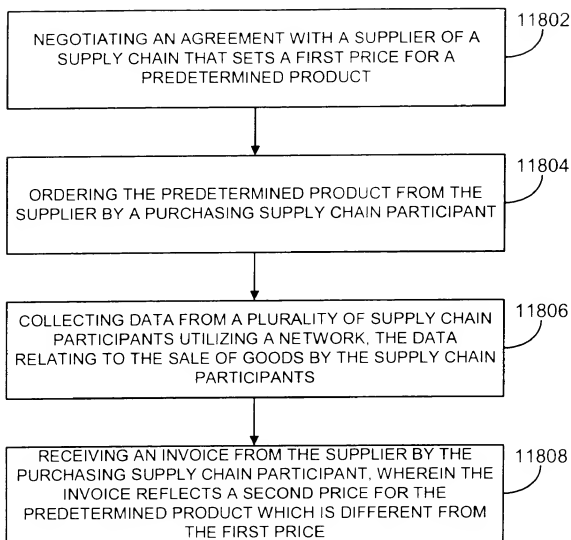
**FIG. 116**

11700



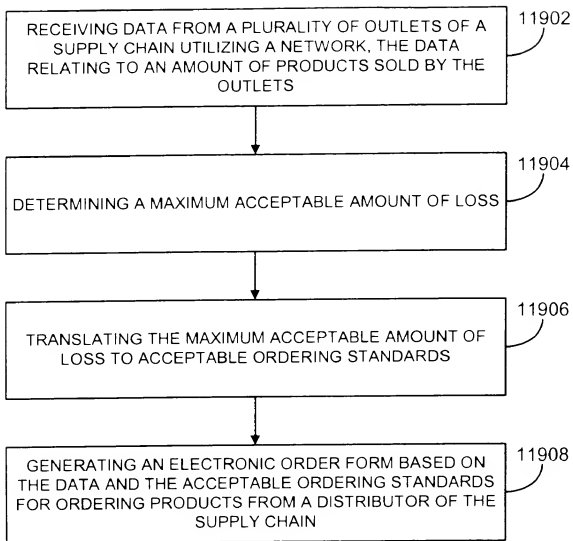
**FIG. 117**

11800



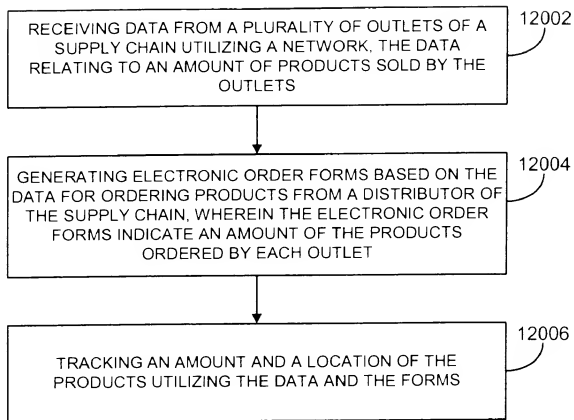
**FIG. 118**

11900



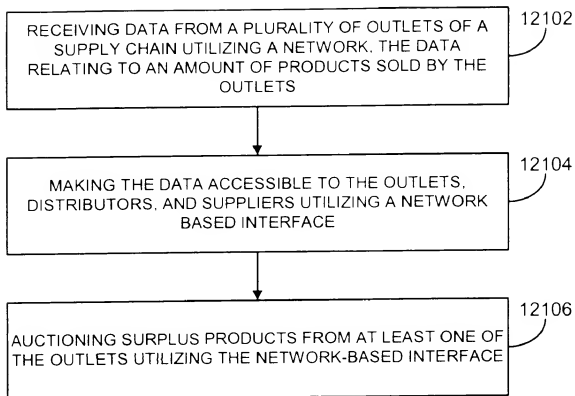
**FIG. 119**

12000



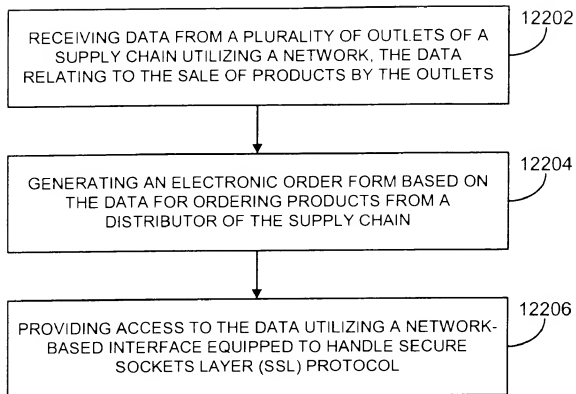
**FIG. 120**

12100



**FIG. 121**

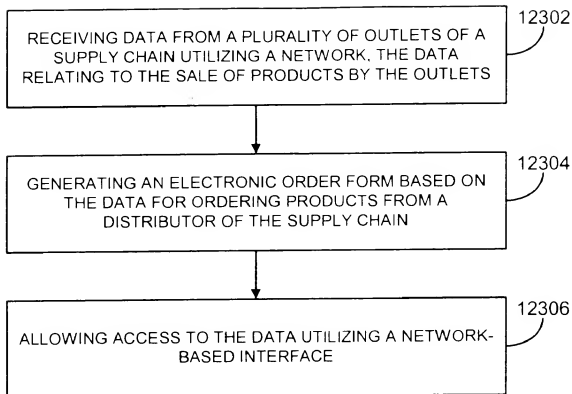
12200



**FIG. 122**

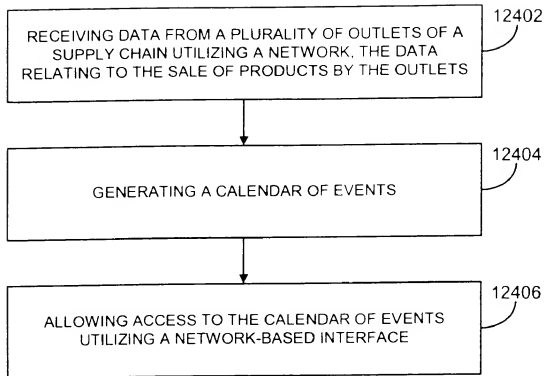


12300



**FIG. 123**

12400



**FIG. 124**

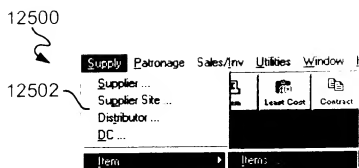


FIG. 125

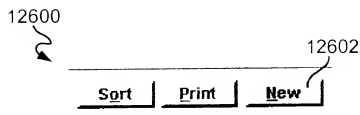


FIG. 126

12700

12702

Item Desc:

Item Number:  Status Code:

Product Cat Code:  Item Rank:

FIG. 127

12800



### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension Unit:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight Unit:	POUND(S)
Item Shelf Life:	<input type="text"/> <input type="text"/>	Bar Code:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

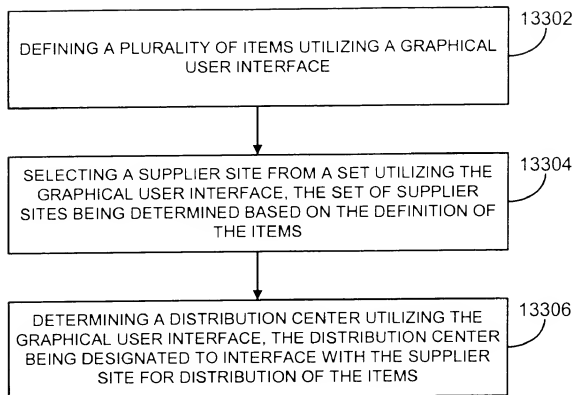
FIG. 131

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b>
<b>Status:</b>	Active	<b>Rail Sidings:</b>

FIG. 132

13300



**FIG. 133**

13400

<b>Item:</b> WRAP-BACON DOUBLE CHEESEBURGER DELUXE	<b>Begin:</b> 7/1/96	<b>End:</b> 9/1/96	<b>Final:</b> <input type="checkbox"/>
<b>Override Rules:</b> <input type="radio"/> Yes <input checked="" type="radio"/> No <b>Apply By:</b> <input type="text" value="Cell"/> <input type="checkbox"/>			

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34 3200	34 3900	0 8400	35 2300
34 3200	34 3900	0 2900	34 6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	63,600	2 0	TL
96	215,040	5 1	TL

FIG. 137



13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

Options Window Help

Verify

Contract Link

Matrix Status

Price Notification - Standard

Price Notification - DC's

Supplier Confirmation...

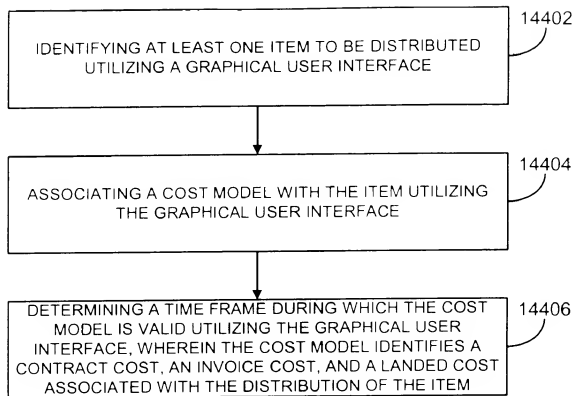
FIG. 141

14300

Cost	Edit / View ...	F3
Commodities	New (using previous matrix) ...	F4
	New (build matrix) ...	F5
Vendor Rating		
Contact Management	Multi Item Price Notification ...	

FIG. 143

14400



**FIG. 144**

14500



New Item

FIG. 145

14600



Contract ID: 673 - TYSON FOODS

Initial Buyer Name:

Current Buyer Name:

FIG. 146

14700



Contract Start Date:

Contract End Date:

Execution Date:

Effective:

Payment Terms:

FIG. 147

14800



Generate

FIG. 148

14900



Exhibit A

FIG. 149

15000



Exhibit B

FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

New Items...

Delete Item...

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

15300

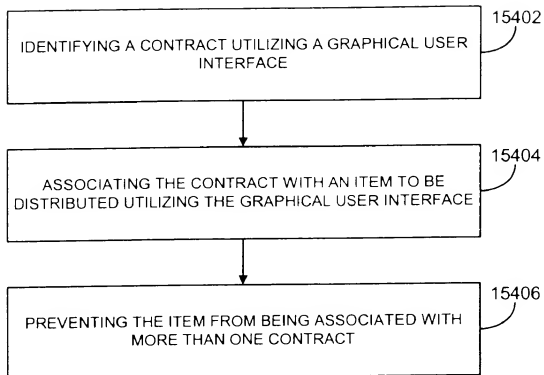


Exhibit C

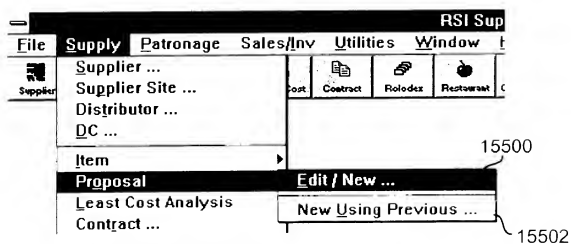
FIG. 153

FIG. 152

15400



**FIG. 154**



**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids								
Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid
<b>Proposal Information</b>								
Proposal ID: 1021				Proposal Due Date: 06/12/97				
Proposal Name: Foam Hot Cups & Polystyrene Lids				Contract Begin Date: 07/01/97				
Buyer Name: Dennis Clabby				Contract End Date: 06/30/98				
<b>Actions</b>								
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup						

FIG. 156

15700

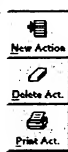


FIG. 157

15800

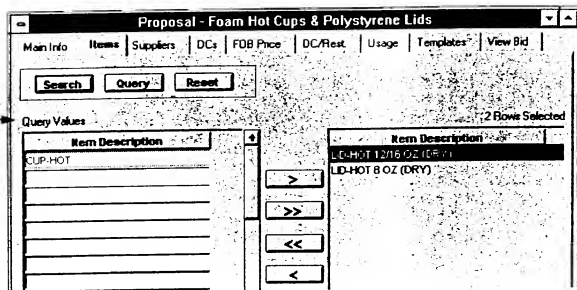


FIG. 158



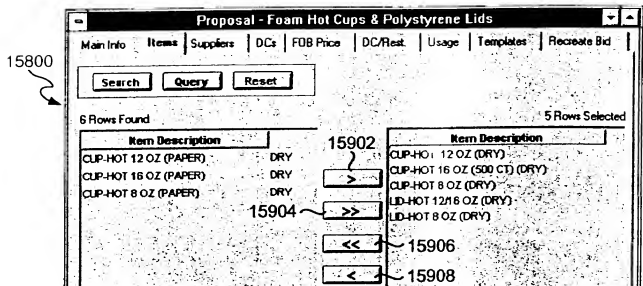


FIG. 159

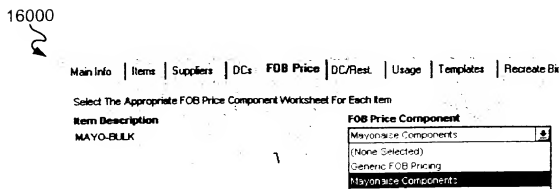


FIG. 160

16100

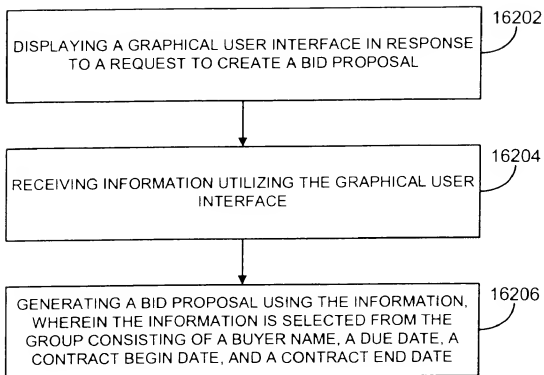
Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	+
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

16200



**FIG. 162**

16300



**Templates** | Create Bid |

**FIG. 163**

16400



	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
	<i>Word</i>		<i>Y/N</i>
<b>Bid Proposal/Cover Letter</b>	?		Y
<b>General Terms and Conditions</b>	?		N
<b>Usage Estimates</b>			N
<b>Supplier Facility Worksheets</b>	?		N
<b>Item Information Worksheets</b>	?		N
<b>Sample Supply Agreement</b>		?	N
<b>BK Specification Request</b>		?	N
<b>FOB Price Component</b>		?	Y
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

**FIG. 164**

16500

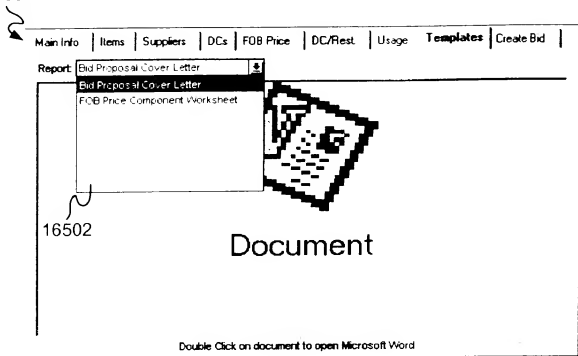


FIG. 165

16600

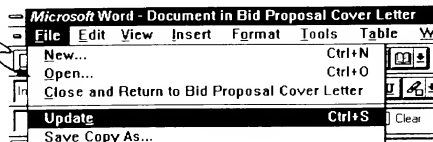


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | **Create Bid**Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

**General**

<b>Bid Proposal Cover Letter</b>	<input checked="" type="checkbox"/>
<b>General Terms &amp; Conditions</b>	<input checked="" type="checkbox"/>
<b>Usage Estimates</b>	<input checked="" type="checkbox"/>
<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>
<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>
<b>Sample Supply Agreement</b>	<input checked="" type="checkbox"/>
<b>BK Specification Request</b>	<input checked="" type="checkbox"/>

\* LTL Freight Worksheet will be printed by system if necessary

**Cost**

<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>

**Blank Sheets**

<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>
<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>
<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>

FIG. 167

16800

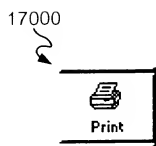


FIG. 168

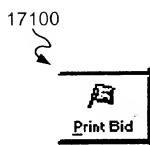
16900

Report:	Item Information Worksheet	Supplier: (all)
	Bid Proposal Cover Letter	
	FOB Price Component Worksheet	
	General Terms & Conditions	
	<b>Item Information Worksheet</b>	
	LTL Freight Worksheet	
	Sample Supply Agreement	
	Supplier Facility Worksheet	
7/2/97		Restaurant Services, Inc.
		Item Information Worksheet
		ATTY
		DS

FIG. 169

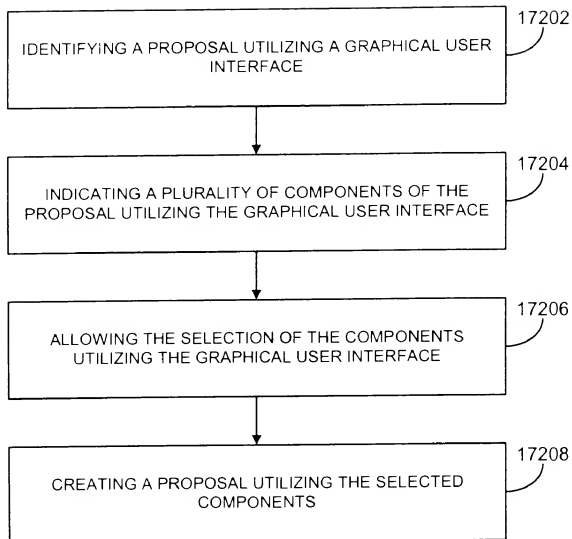


**FIG. 170**



**FIG. 171**

17200



**FIG. 172**



17300



FIG. 173

17400

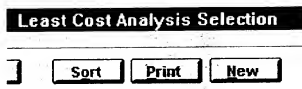


FIG. 174

17500

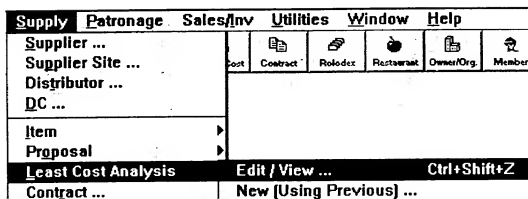


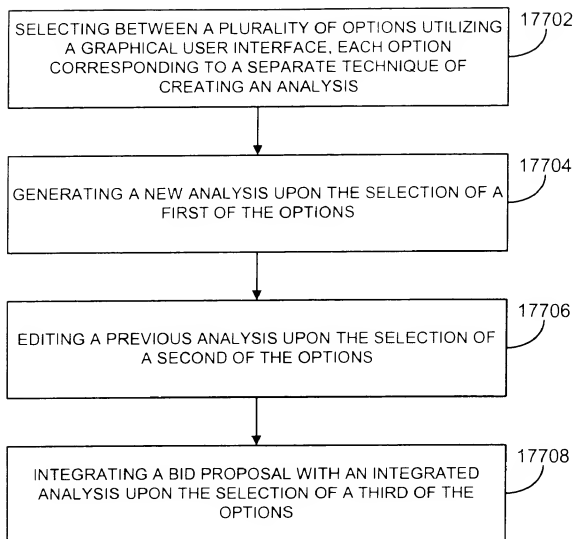
FIG. 175

**Bid Proposal Name:**  

17600

**FIG. 176**

17700



**FIG. 177**

17800

Analysis Name:   
 Analysis ID: 1036  
 Buyer:   
 Period of Agreement:  THRU   
 Unit Of Measure:

FIG. 178

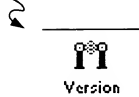
17900

Version ( 1 ) of ( 9 )

What is the max # of FOB points to allocate to each DC ?   
 What is pricing method for this version ?   
 What is the RSI Invoice FOB Upcharge (Downcharge) ?   
 Override RDC Truckload Validation ?   
 Solution Strategy:  Last Revision: 9/15/97 1:04 PM

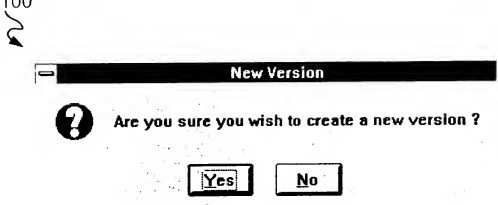
FIG. 179

18000



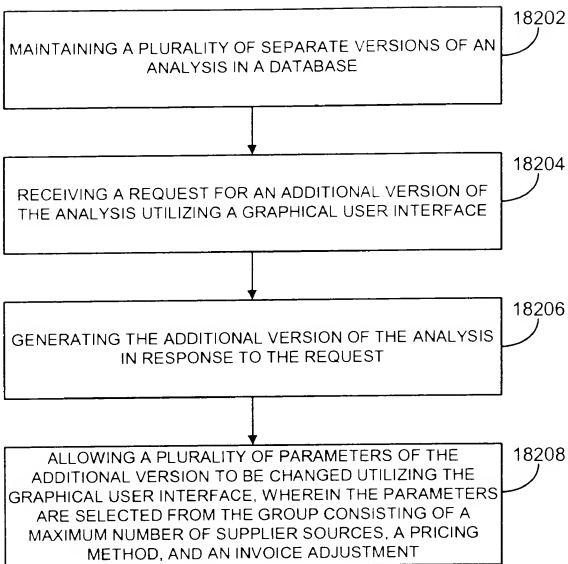
**FIG. 180**

18100



**FIG. 181**

18200



**FIG. 182**

18300



Query Values

Supplier FOB
DOP



18302

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

7 Rows Selected

FIG. 183

18400

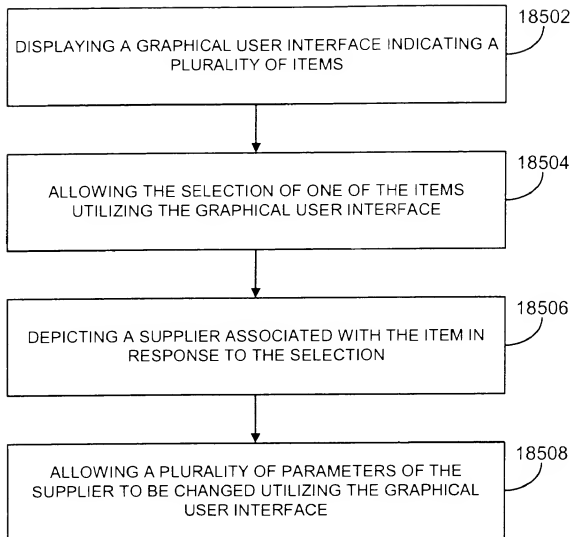
Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184



18500



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNINGTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	5.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	23.28 POUND(S)
Case U/M	INCH(S)	Net Weight:	27.28 POUND(S)

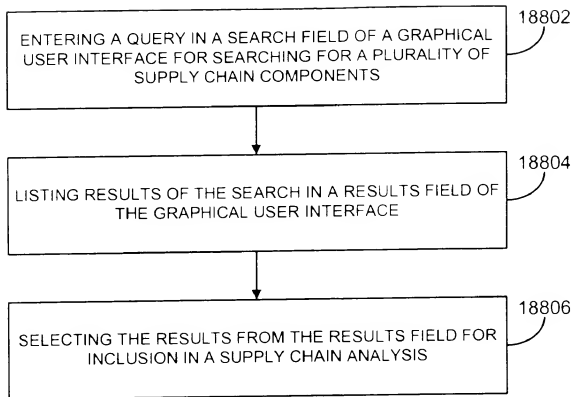
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-RICHLAND, WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-AMERICAN FALLS, ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

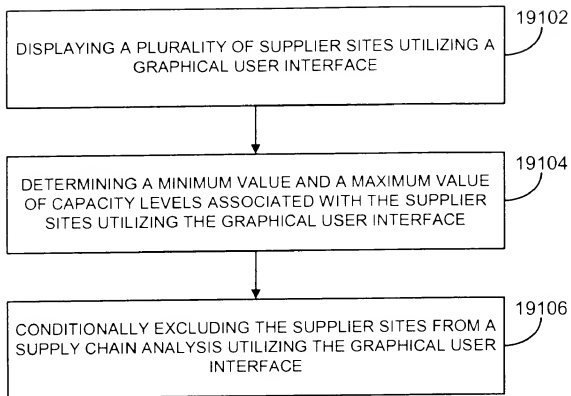
FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, LTD.-PORTAGE LA PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC.-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190

19100



**FIG. 191**

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSEFOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	\$ 4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	\$ 2300	0	

FIG. 192

19300

Supplier	#	Volume	
SSI FOOD SERVICES	0		
TEXAS AMERICAN FOOD SERVICE	0		
WHITEFORD FOODS	0		

Supplier FOB	Item	Cont FOB #	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0026	0
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0016	1 2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0010	2 2,508,000

FIG. 193

19400

Supplier	#	Volume	
VENTURA FOODS	0		
VENTURA FOODS	1	100,000	

Supplier FOB	Item	Cont FOB #	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 9400	0
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 8400	1
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 5100	0
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 4100	1
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 1200	0
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 0300	1
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 5300	0
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 4600	1

FIG. 194

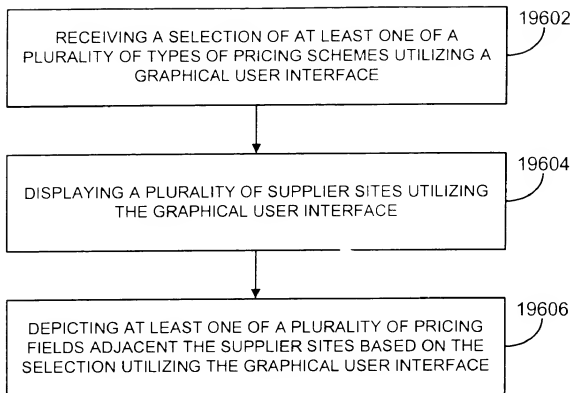
19500

Item Description	Supplier FOB			+
FRIES-COATED	CAVENDISH-PRINCE EDWARD			
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON			
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA			+
Distribution Center	Delivered	#	Volume	+
AMERISERVE-OMAHA, NE	0.3750	0	0	
AMERISERVE-PLYMOUTH, MN	0.3850	0	0	
AMERISERVE-WAUKESHA	0.3670	0	0	
FLEMING FOODS-KAPOLEI	0.4725	0	0	
KING PROVISION-ATLANTA	0.3950	0	0	

FIG. 195



19600



**FIG. 196**

19700

Total Rest. Growth Amount

5.00% ~ 19702

Usage Period

09/01/97 to 08/31/98

Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE,UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

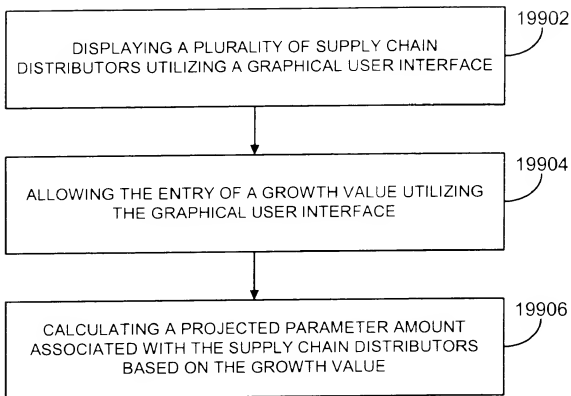
Item	Item Growth %	Usage Period
CHICKEN-PATTY	0.00%	

Distribution Center	Previous Usage	Projected Rest. Count	Comp. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAHA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,833
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVEPOST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVEPOST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211


  

Distribution Center	Lane Restriction	
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVEPOST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

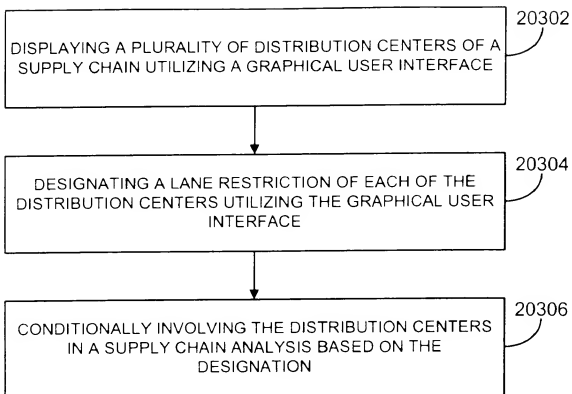
Invalid Selection


**AMERISERVEPOST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.**

OK

FIG. 202

20300



**FIG. 203**

20400

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99993	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	

Distribution Center	Truckload Freight	Line Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE,UT	691	

FIG. 204

20500

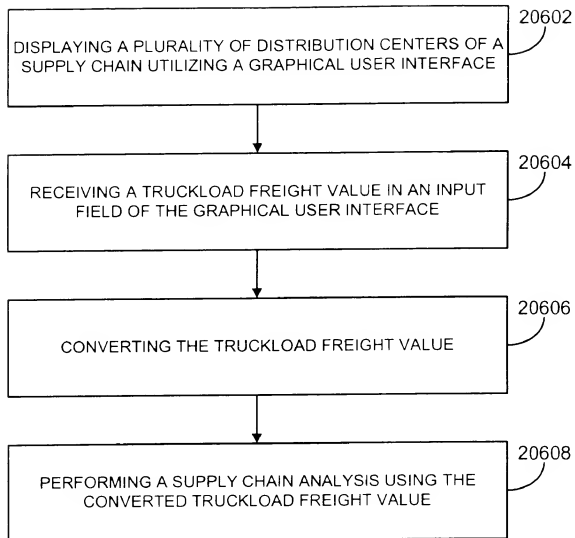
Supplier FOB		Address		
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904	
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638	
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801	

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1 10	
PS-BURLINGTON	15,000	400.00				1 20	

FIG. 205

20600



**FIG. 206**

20700

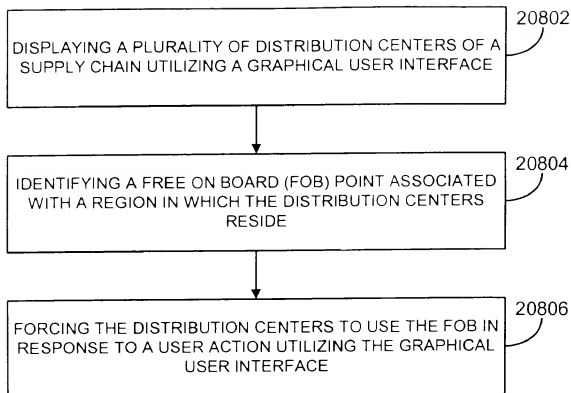


Analysis Region	Force FOB
MCCABE-PORTLAND/NNV-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NNV-ANCHORAGE	Corporate & FOB Point

FIG. 207



20800



**FIG. 208**

20900

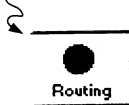


FIG. 209

21000

**Report Selection**

Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided
	Freight Information Provided
	LTL Routing Grid By Lane
	Routing Results By Lane
	Routing Results By Lane, Item
	Routing Results w/ RDC Breakout By Lane
	Routing Results w/ RDC Breakout By Lane, Item
	TL Freight Variance Analysis

**Report Parameters:**

Supplier: (All)

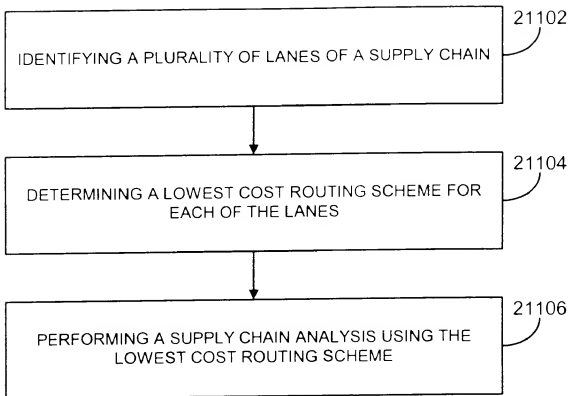
Supplier FOB: (All)

Distribution Center: (All)

Version: Base Version

FIG. 210

21100



**FIG. 211**

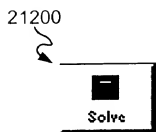


FIG. 212

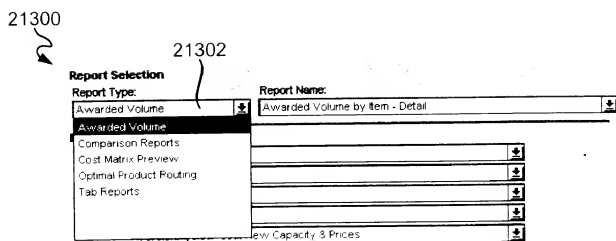


FIG. 213

21400

Awarded Volume by Item - Detail  
**Awarded Volume by Item - Detail**  
 Awarded Volume by Item - Freight  
 Awarded Volume by Item - Summary  
 Competing DC Freight Analysis by Item  
 Lane Assignment Matrix  
 Lane Weighted Average Delivered Cost

FIG. 214

21500

**Assigned Volume Percentages (no conversion)**  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)  
 Invoice FOB Detail Comparison (with conversion)  
 Invoice FOB Savings Comparison (no conversion)  
 Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type: Report Name:  
 Comparison Reports ☒ Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:  
 Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
**Invoice FOB Detail Comparison (no conversion)**

FIG. 217

21800



Item:	HASH BROWNS (ROUND)	▼
Comparison Versions:	Base version	▲
	With LTL ending with CCF, forced TL	▲
	LTL moving with CCF, no Cavendish	▼
Include Cost Matrices:	Yes <input checked="" type="radio"/> No <input type="radio"/>	

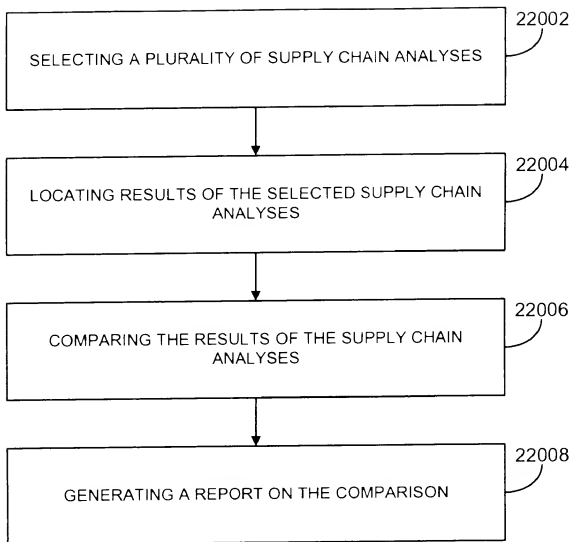
FIG. 218

21900



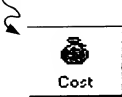
FIG. 219

22000



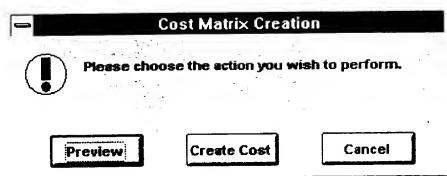
**FIG. 220**

22100



**FIG. 221**

22200



**FIG. 222**



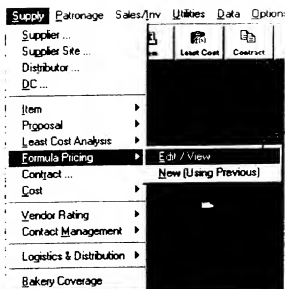


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/91

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/91 From: 03/23/91 To: 04/03/91

Cost Matrix Begin Date: 03/15/91 End Date: 03/28/91

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing BEEF 77% 04/06/98														
General Info Pricing Freight Formulas Block Cost Adjustments														
Date	FRESH DOM 50% TRIM	FRESH DOM 60% TRIM	FRESH DOM 75% TRIM	FRESH DOM 75% TRIM	FRESH DOM 80% LEAN	FRESH DOM 80% LEAN	FRESH DOM 80% LEAN BL	FRESH DOM 80% LEAN	FRESH DOM 80% LEAN YW	FRESH DOM 80% LEAN BL	BMP AUS 30% LEAN	Lean Flow	Lean Tats	Lean Beef
03/23/98	0.9900	0.9130	0.9552	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7980		
03/24/98	0.9800	0.9130	0.9148	0.9400	0.9224	0.9800	1.0000	1.0500	1.0000	0.9400	0.9600	0.8400		
03/25/98	0.9800	0.9130	0.8957	0.9130	0.9224	0.9800	1.0000	1.1500	1.0000	0.9400	0.9300	0.8200		
03/26/98	0.9750	0.9155	0.8945	0.9130	0.9275	0.9855	1.0000	1.2500	1.0000	0.9600	0.9500	1.0000		
03/27/98	0.9800	0.9200	0.9344	0.9500	0.9275	0.9855	1.0000	1.0500	1.0000	0.9550	0.9550	0.8400		
03/30/98	0.9800	0.9300	0.9441	0.9750	0.9318	0.9900	0.9950	0.9980	1.0000	0.9470	0.9650	0.7980		
03/31/98	0.9900	0.9340	0.9538	0.9800	0.9412	0.9900	1.0000	1.1250	1.0000	0.9550	0.9870	0.8000		
04/01/98	0.9700	0.9300	0.9303	0.9650	0.9224	0.9800	1.0000	1.2000	1.0000	0.9630	0.9630	0.8040		
04/02/98	0.9500	0.9400	0.9450	0.9750	0.9318	0.9900	1.0000	1.0250	1.0000	0.9540	0.9870	0.8200		
04/03/98	0.9515	0.9700	0.9539	0.9800	0.9412	1.0000	1.0000	1.0750	1.0000	0.9590	0.9870	0.8600		
04/04/98	0.8753	0.9247	0.9275	0.9526	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9658	0.8760		

FIG. 225

22600

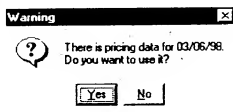


FIG. 226

22700

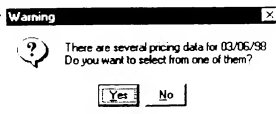


FIG. 227

22800

**Formula Pricing Selection** [X]

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98** [Icons]

General Info | Pricing | **Freight** | Formulas | Block Cost | Adjustments

Supplier FOB		Address
AMERICAN FOOD SERVICE		King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA		Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH		Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98																	
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments							
Formula	F06STR		F06STR		F0731C		F08MLC		F08SLR		F08MLC		F08AUPR		LFTB		Total
	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3549	0.1000	0.3000	0.9608
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2130	0.3000	0.3138			0.8941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1300	0.9804
SBC-1	0.2414	0.2200					0.2170	0.2028	0.2170	0.2153	0.2170	0.2285			0.1050	0.0956	0.7731
SER-1	0.3250	0.2928									0.1750	0.1951	0.3600	0.3571	0.1000	0.1236	0.9884
TEX-1	0.3000	0.2768									0.3410	0.3802	0.2500	0.2452	0.1000	0.0996	0.9316
WH-1	0.3250	0.2950									0.1750	0.1969	0.3600	0.3600	0.1350	0.1230	0.9395
WRS-1	0.3325	0.2977									0.4875	0.5185	0.1000	0.0988	0.1000	0.0890	1.0810

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98						
General Info   Pricing   Freight   Formulas   Block Cost   Adjustments						
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
SBC-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1158	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WH-1	0.9785	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WRS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price	
AFS-1	0.9840	0.9850	0.9890	0.1232	0.0000	1.1222	
DIV-1	0.9841	0.9820	1.0123	0.1589	0.1500	1.3292	
GS-1	0.9866	0.9830	1.0037	0.1267	0.0000	1.1324	
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178	
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156	
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299	

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232



23300

23302

FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	FOOD SERVINGS PRODUCTS - NH	Food Servings Formula 1	FS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/01/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Help
Supplier ...					
Supplier Site ...					
Distributor ...					
DC ...					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract ...					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

23600

FIG. 236